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Andrew K. Murray, President and General Manager
H. S. Webster, Jr., Secretary
E. P. Beebe, Treasurer

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EDITORIAL DEPARTMENT
F. Eugene Spooner, Editor
Leo T. Parker, Legal Editor

Washington Bureau, 1221-1223 National Press Building
George H. Manning, Jr., Manager

BUSINESS DEPARTMENT
Andrew K. Murray, Business Manager
P. J. O'Connor, Eastern Manager

CHICAGO BRANCH OFFICE
360 North Michigan Ave.
Wallace J. Schuck, Western Representative

So. Calif., 1595 Pacific Avenue, Long Beach. Don F. Harner
San Francisco, Room 305, 444 Market St. Charles H. Woolley

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Where to Buy 37
Index to General Advertisers..... 98

EVERY READER A CONTRIBUTING EDITOR

That was the idea behind the Bottom Line when it was started six months ago.

In that short space of time, it has developed into a mighty vehicle for the introduction, nationally, of the executives who distribute the raw materials, finished products and household goods throughout the world.

This month's Bottom Line describes three more of them for you and they will be introduced to you next month on a page reserved for the purpose. If you know any of them, use the coupon below to identify them, and -

Nominate your own candidates, by sending their descriptions, names, titles and companies to

Bottom Line Editor of D and W

Bottom Line Editor, D. and W.
249 West 39th Street, N. Y. C.

I identify this month's candidates as follows:—

#11 is
#12 is
#14 is

I nominate for your Bottom Line

whose description is given in the accompanying letter. This ballot executed by

(Name & Title)

(Company)

(Address, City & State)

You fellows are doing a swell job of identifying the executives nominated for our

GOODYEAR WINS SEVEN YEAR WAR!

AMAZING NEW YKL TRUCK AND BUS TIRE CONQUERS INTERNAL HEAT...

Promises Great Economies on the "Murder Runs"

A war against heat!

A war against the deadliest enemy truck and bus tires have ever faced!

A war waged to curb the costly destruction of tires on the "murder runs"!

For seven years, Goodyear engineers have fought that war.

Today they stand victorious following one of the most spectacular achievements in the entire history of the rubber industry—the perfection of the New Goodyear YKL—built of Rayotwist cord.

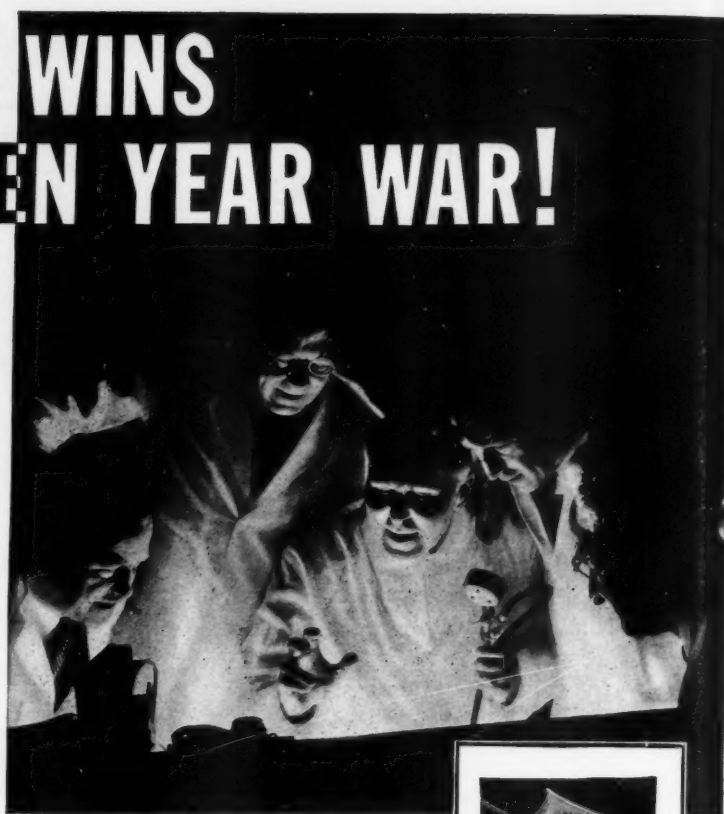
Internal heat, in its attack on tires, has two powerful allies—tremendously large loads and the increasingly high speeds at which these loads are carried.

No conventional tires have been able to resist the internal heat created by heavy loads carried at sustained high speeds on the "murder runs". For years a super-tire has been sorely needed.

Goodyear engineers won their seven year war against heat only after they had found a new material for spinning yarn, evolved a new technique for twisting the yarn into tough, strong cords and perfected a new process with which to bind the cords to the rubber compound.

The material is Rayotwist. It is made from a special rayon with a tensile coefficient much higher than that of ordinary commercial rayon. Filaments of Rayotwist, very fine in texture, are spun into cord.

The process used to bind cord and rubber is a secret bath—now patented and owned by Goodyear.



When the Goodyear YKL was completed, southwestern deserts became the scene of the fiercest series of tests to which any tire was ever subjected.

There under a blazing sun, carrying back-breaking loads at terrific speeds, the new YKL tripled, quadrupled, even multiplied by five the mileage of conventional tires.

The seven-year war had been won. The world had its super-tire.

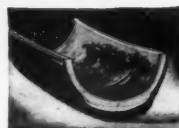
CAUTION!

Goodyear engineers now recommend the new YKL Tire only for the most destructive types of service—those "murder runs" over long distances at sustained high speeds.

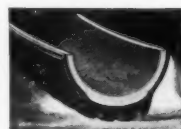
In ordinary trucking, its extraordinary capacities cannot be fully utilized—and, frankly, its higher price cannot be justified.

But for operators of trucks and busses on "murder runs," Goodyear recommends the YKL Tire with full confidence in its ability to set new and spectacular performance records—to effect great savings as compared with the cost of conventional tires.

Such operators are invited to write direct to The Goodyear Tire and Rubber Company, Inc., Akron, Ohio, for full particulars.



A section of the interior of an ordinary cord tire burned out and broken in fast, heavy-duty travel.

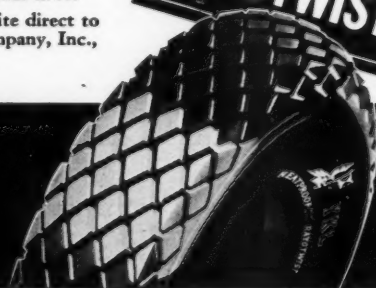


A section of a YKL Tire with the same number of miles at the same speed and under the same heavy load.



GOOD YEAR

TRUCK AND BUS TIRES



"Who's-Who Club of Distributors." Three more are nominated this month but before



Spooner New D and W Editor

A RECENT decision by Kent B. Stiles to devote his entire time to the subject of philatelic writing, which has been close to his heart for many years, and to radio, has necessitated a change in the editorial direction of DandW. We will all miss Kent and wish him the greatest success in his new undertaking. He deviates slightly from his usual style in his farewell message on the following page which we know you will find exceedingly interesting.

His successor is F. E. Spooner, known to you as "Gene." For the past six years you have been reading his editorial contributions and department material and have met him at conventions. Spooner has a background of many years in the publishing business and in industry where he served in sales promotion, research and advertising capacities.

With this experience behind him, combined with his vision and creative ability, we feel sure that Spooner will maintain the standard of editorial excellence, of which Kent Stiles is justly proud.

We invite a continuation of your constructive suggestions which will be welcomed by Mr. Spooner, and appreciated by

The Publishers

quoting their descriptions, we appeal to last month's nominee to rush his photograph

from an
ex-Editor

This Is Kent B. Stiles Signing Off with "30"

TO warehousing, and to every one in a legion of personal friends in warehousing and among national distributors, this writer signs off with

"30"

When a telegrapher, shooting stories over the wires of a news service, winds up his day's job, or maybe his night's, he signs off with "30." It is a sign-off which has long been part of the traditional parlance of the Fourth Estate. It means "The End."

Suggesting, as probably you have now sensed, an end to our duties as the editor of *DandW*.

After eighteen years holding down this editorial job, we have resigned. . . . Our successor is Gene Spooner, who steps up from the title of managing editor to that of editor.

"30"

Gene steps up, but we're going to step out. We are—and we venture the hope that our friends will be interested in knowing about it—taking advantage of an opportunity which has been, in a sense, thrust upon us, to engage in a remunerative activity. . . . Namely, radio and philately.

What radio is, needs no interpretation. Philately, in case you hadn't heard, is the hobby of stamp collecting. . . . We're going to combine the two: talk about philately (on the air) and write about philately (in books and magazine articles).

So when our friends hear our dulcet voice (they tell us it's as good as Edwin C. Hill's) across the ether, we'll expect them to write enthusiastic fan letters to the radio station; and when our next book appears, we'll expect our friends to rush to buy copies, so we can enjoy the royalties.

Parenthetically, it's something of a gamble. A few months hence, we, hat humbly in hand, may be around to see Gene about a job with *DandW*. . . . But it's fun gambling—we found that out at storagers' conventions—so we're taking the plunge. If the gambling proves expensive—we're thinking again about some of those convention trips—that will be just our hard luck. . . . But life's all a gamble anyhow; and we've always been thoroughly an optimistic fatalist, so why worry?

"30"

Eighteen years! . . . Eighteen years of trying to learn what warehousing is all about. We don't know yet what it's all about. . . . But we've been in good company—because many warehousemen don't either. That's why they attend trade conventions year after year. Trying to learn.

Eighteen years of traveling, interviewing, of writing, of building friendships which we know will endure. . . . Watching youngsters entering their fathers' warehouses and equipping themselves to take over, and coming shyly to their first conventions and then winning their places on committees. . . . Seeing the motor truck and the railroads and governmental agencies inject competition that hurt. . . . Observing warehousing readjust itself to meet new conditions. . . . Helping warehousing to fight its battles, by publicizing the evils confronting the trade and thus arming executives with facts and knowledge which surely were helpful. . . . Passing through the exciting NRA era with its New Deal codes and its disappointments and triumphs. . . . Being jumped on, by executives who hadn't analyzed, for alleged favoritism toward this faction or that—when all the time we were sticking strictly to the journalistic job of presenting unbiased news. . . . Eighteen mellow years of high fun. And now it's

"30"

We were associated with warehousing almost long enough to remember way back when. . . . Back when, in August of 1919, we joined *DandW*, for instance, with humility because our ignorance of warehousing was colossal. . . . But knowing we'd make good because we had been in newspaper work—and a newspaper man can tackle any job on God's green earth, and probably elsewhere, and make good at it. . . . If he's not lazy and doesn't get drunk.

Our first convention—the A.W.A.'s in Cincinnati. Getting acquainted. . . . That was a notable assembly because it was the first time traffic managers had been formally invited to attend. . . . We—and the vision of the late George S. Lovejoy of Boston—were responsible for that.

In those days the Central Warehousemen's Club flourished. Its Kansas City meeting in 1920 will never be forgotten by that little group of serious thinkers who gathered Fred Stone's "Jack-o'-Lantern" girls and toted them by auto to Aunt Mary's roadhouse, over the line into Kansas. Aunt Mary made hot biscuits which still linger. . . . Back to K. C. at dawn, speeding along wet roads. The automobile ahead, which skidded, turned around twice and went blithely on. The car we were in, ploughing across a ditch and missing a telegraph pole by the fraction of an inch. . . . And the girl in the front seat screaming "Jesus save me! I've been a good girl!" And as presumable proof, she was

(Continued on page 26)

to us. He will be glad to learn that hundreds have identified him and he is now a

Chamber Urges Continued Independence for ICC

National Business Group at 25th Annual Convention Sets Forth Its Policies on Many Subjects. Clem D. Johnston, Warehouse Executive, Is Elected a Vice-President.

CLEM D. JOHNSTON, president of Roanoke Public Warehouse, Roanoke, Va., and a member of the executive committee of the merchandise division of the American Warehousemen's Association, was elected a vice-president of the Chamber of Commerce of the United States at that national business group's 25th annual meeting, at Washington late in April.

Mr. Johnston was chairman of the round table sessions devoted to distribution and price-fixing by virtue of his membership in the Chamber's Domestic Distribution Department. He paid a tribute to the importance of the retailer, large and small, in American life, stating that more than 1,600,000 retail establishments had their doors open for business, with almost 6,000,000 retail merchants and employees standing constantly ready to meet demands by the public for food, clothing and the thousands of varieties of merchandise to be found on the shelves of modern stores and shops.

Through a long series of resolutions bespeaking the desires of American business men the Chamber went on record opposing efforts to minimize the power or diminishing the jurisdiction or limiting the method of decision of the United States Supreme Court; advocating Federal regulation of all forms of interstate transportation for hire, under the Interstate Commerce Commission; urging that the ICC be maintained as an independent body reporting direct to Congress; favoring voluntary and not compulsory consolidation of railroads; requesting that there be no further legislation of the Robinson-Patman type pending Federal Trade Commis-

sion explorations of the present law; asking for modification of anti-trust laws and for legislation to establish responsibility for acts of labor organizations; and demanding an early balance of the national budget. For texts of the Chamber's memorials, see page 23 to 25.

Pricing problems relating to distribution of branded merchandise was discussed by Albert Haring, associate professor of economics at Lehigh University



Clem D. Johnston, member of A.W.A. merchandise executive committee, who has become a Chamber vice-president

and a son of H. A. Haring, former contributing editor of *DandW*.

"Fair trade Acts and retail price control contracts," Mr. Haring said in part, "offer no panacea to either manufacturer or distributor. Competition will be changed and, quite possibly, its ethics somewhat enhanced. Nevertheless, the severity of

competition will be in no way lessened. Possibly, it will be increased.

"The real problem facing the owner of a national trade-mark is how to meet the competition of private brands and unbranded merchandise. The fair trade Acts give a new emphasis to such competition. Retail support, which is vital in obtaining successful distribution, will be more difficult than ever to secure."

Six reasons were suggested by Professor Haring for the selling of private brands at lower prices than national brands:

1. Private brands have been pushed by low-cost retailers, many of whom are cash-and-carry.

2. Quality for quality, private brands cost less, because, as they leave the manufacturer, they have no salability.

3. Brand acceptance, under certain circumstances, may be more cheaply created by the distributor than by the manufacturer.

4. Liberal promotion costs, included in the original price of a product, have sometimes never been deleted.

5. National brands are usually of good quality, sometimes of too great quality. In many cases the consumer prefers lower quality and lower prices.

6. Competition costs money.

Kenneth Collins, vice-president of Gimbel Brothers, New York department store, stated that the continued talk by manufacturers about fantastic further price increases was leading toward a price structure some time in the Fall that would be totally unacceptable to the public.

Harper Sibley, retiring president
(Concluded on page 22)

full-fledged member of this Club. When we wrote for his photograph we tried to be

WAREHOUSE RECEIPTS OFFER WIDE

"Unless the banker expects to use a loan secured by warehouse receipt as a basis for acceptance credit, he is not much concerned with the goods being 'readily marketable staples.' As long as the goods may be readily disposed of, he can and does grant accommodation beyond the usual open-credit limits, with the maximum security to himself."

By W. E. HEGEMAN

*A vice-president and operating executive,
Terminal Warehouse Co., New York City*

IN one single month during the year 1936 member banks of the Federal Reserve System reported acceptance liabilities of 515 million 812 thousand 6 hundred 57 dollars. Of this amount approximately 33 per cent, or 171 million 299 thousand and 70 dollars, represented domestic warehouse credits.

That is, raw materials and finished products of all kinds and many varieties, valued considerably in excess of the amounts quoted, were stored in public warehouses throughout the United States, and against these warehoused goods money had been loaned to manufacturers, producers, merchants and distributors in every section of the country.

\$515,000,000 Acceptances

The total figure of 515 million and some odd hundred thousands of dollars is a low figure for acceptance liabilities, for bankers' acceptances are not in the volume at this time that they were. When business is good and money is being used freely the amount of bankers' acceptances increases considerably, because then banks find it to their advantage to discount their secured loans, and thereby make use of their credit instead of their cash.

*Speech before annual convention American Warehousemen's Assn.

A break-down of the 171 million 299 thousand 70 dollars of domestic warehouse credits showing how these credits are distributed throughout the country may be of interest:

District

- No. 1. Boston 7 million 754 thousand 6 hundred 25 dollars
2. New York 52 million 688 thousand 7 hundred 54 dollars
3. Philadelphia 2 million 695 thousand 4 hundred 15 dollars
4. Cleveland 854 thousand 6 hundred 96 dollars
5. Richmond 106 thousand 5 hundred 85 dollars
6. Atlanta 278 thousand 1 hundred 83 dollars
7. Chicago 3 million 529 thousand
8. St. Louis 173 thousand 7 hundred 10 dollars
9. Minneapolis 517 thousand 4 hundred 25 dollars
10. Kansas City 64 thousand 1 hundred 30 dollars

STATE REGULATIONS ON OPEN-LINE

State	Open-Line Credit Loans in Per Cent of Capital Funds	Additional Loans When Goods Are Secured in Whse. In Per Cent
Alabama	10	20
Arizona	15	10
Arkansas	20	*
California	10	15
Colorado	15	*
Connecticut	10	*
Delaware	10	25
Dis. Columbia	10	*
Florida	10	25
Georgia	10	20
Idaho	20	**
Illinois	15	*
Indiana	10	15
Iowa	20	*
Kansas	15	*
Kentucky	20	**
Louisiana	20	50
Maine	10	20
Maryland	10	20
Massachusetts	20	*
Michigan	10	20
Minnesota	15	25
Mississippi	15	**
Missouri	15-25	35
Montana	20	**
Nebraska	20	*
Nevada	25	*

subtle and didn't tell him why we wanted it. He was too smart for us and answered

(Continued on page 37)

VARIETY OF COLLATERAL FOR LOANS

11. Dallas 482 thousand 4 hundred 8 dollars
12. San Francisco 5 million 479 thousand 78 dollars

Now, this does not mean that in the New York area we have over 52 million dollars' worth of goods held in public warehouse there on bankers' acceptances. No such luck! These goods are stored throughout the country. Simply the bankers' acceptances are held by New York banks.

The value of the domestic warehouse credits does reflect the average value of warehouse credits to total acceptance liabilities.

This 171 million some odd dollars by no means represents the

total amount loaned on warehouse products in this country, for acceptance liabilities are but a fraction of the total commercial loan volume.

I have used these figures to illustrate the position the public warehouseman occupies in reference to our bankers—the measure of financial service rendered through the public warehouse to business and industry—and the importance of our industry in the credit structure of this country—and they very clearly indicate the importance of the services the public warehouseman renders in connection with the lending of money, the principal business of banks and bankers, certainly a

reasonable basis for the interest of bankers in our industry.

Importance of Credit

Credit is of prime importance to every business, whether manufacturer, producer, distributor or merchant. Few concerns are so well supplied with working capital that they can, without resorting to credit, meet the demands made by the rising costs of labor and materials, additional taxes, seasonal requirements of production or sales, or the inevitable emergency. The usual method of obtaining the additional money is from the banks.

There has been much remodeling of our national credit structure since 1929. From the world's economic upheaval have come changes in the process of lending and borrowing money that have affected banking and all other lines of business. Now, with the revival of industry and trade, business will face new and greater financing needs.

Our banks today are subjected to more governmental regulations and restrictions than ever before. The requirement that they keep "liquid" at all times operates to limit the accommodation that they can extend to business on open-line credit terms—that is, on unsecured loans.

Warehouse Aid

In spite of all the changes and remodeling of the credit structure that has taken place, the financial service associated with public warehousing through the use of warehouse receipts as collateral remains of significant importance, for the warehouse receipt has stood the test of legal actions, receiverships, bankruptcies and the hazards of the country's worst depression.

The bank's usual method of lending the required money or credit to business is on open-line

(Continued on page 21)

CREDIT AND SECURED WAREHOUSE LOANS

State	Open-Line Credit Loans in Per Cent of Capital Funds	Additional Loans When Goods Are Secured in Whse. In Per Cent
New Hampshire	10	*
New Jersey	10	15
New Mexico	20	*
New York	10	25
North Carolina	20	*
North Dakota	10	*
Ohio	20	*
Oklahoma	15	*
Oregon	10	*
Pennsylvania	10	*
Rhode Island	10	*
South Carolina	15	*
South Dakota	20	15-50
Tennessee	15	25
Texas	25	*
Utah	15	*
Virginia	15	15
Vermont	***	***
Washington	10	*
West Virginia	10	*
Wisconsin	20	30
Wyoming	20	*
United States	10	15-50

* No specification in the law.

** No limit set on additional amount that may be loaned if security is adequate.

*** Vermont limitation is total of \$30,000. Additional amount may be loaned to make up total loan secured and unsecured, equal to 1 per cent of deposits.

Pool Car Handling Increased 30 Per Cent

New Loading Platform of S. N. Long Company Accessible to All Types of Transport

SINCE the construction of its pool car platform, the S. N. Long Warehouse, St. Louis, Mo., has had an increase of about 30 to 50 per cent in cars handled, of course, depending upon seasonal activity.

In the opinion of W. F. Long, manager, "This pool car platform is one of the most important units in the operation of the warehouse and . . . is one of the reasons why it has been said that we handle more pool cars than any other one warehouse in St. Louis."

The pool car platform runs along the Long private railroad siding and hugs the building on one side and along a portion of the front. This has greatly expedited the handling of merchandise and has saved time for the trade.

In most cases the merchandise

may be taken directly from the car door and trucked across a portion of the platform directly to the tailgate of the waiting trucks. It happens, however, that occasionally the merchandise within the pool car is mixed or in such a position that the entire car must be unloaded before delivery is made. In such cases the merchandise may be taken from the car and placed on the platform where it is stacked on skids or warehouse trucks. Here it may be left until called for, when it is simply picked up by a transveyor and carried a few feet to the waiting motor trucks.

With the pool car platform covered and protected against stormy weather, merchandise may be left on the platform overnight, if necessary, without giving any thought to weather conditions or to the danger of

pilfering, since the property is protected by the A.D.T. system.

The company is extremely fortunate in being accorded from three to four inbound and outbound switches per day, and the close proximity of the railroad yards to the company's siding is a very definite favorable factor for increasing car accessibility. The siding is on the rails of the Terminal Railroad Assn. and freight is received by any railroad entering St. Louis at freight rates applying to St. Louis. There are no switching fees on any of this freight, as reciprocal switching is in effect. Freight may also be received from the barge lines. This is unloaded from the barges and loaded into freight cars to be switched to the warehouse siding at no additional switching charge, provided the freight is in excess of 6,000 lbs. for any one shipment.



Long's new pool car platform has speeded up handling 30 per cent

NEWS

ICC Once More Postpones the Effectiveness of Its Feb. 2 Order in Rail Storage Case

THE Interstate Commerce Commission has granted another postponement in Ex Parte 104, Part VI—the effort by public storage interests, led by the Warehousemen's Protective Committee, to compel the trunk line railroads serving the Port of New York to discontinue storage and handling as less than compensatory costs.

The ICC on April 28 issued an order deferring until Aug. 14 the effectiveness of its "cease and desist" order of Feb. 2.

The order of Feb. 2 was to have become effective on April 15 but in March the railroads began annulment proceedings before a three-judge Federal Court in New York, whereupon the Commission postponed the date of effectiveness to June 15. Arguments in the annulment case were heard on April 22. The Court reserved decision and granted requests for opportunity to file briefs. Accordingly it assumed—although the ICC proffered no reason for its action—that the further deferment of the effectiveness of the Feb. 2 order was granted until the outcome of the annulment proceedings in New York might become known.

Railroad executives in New York foresee the possibility of Ex Parte 104, Part VI, being carried to the United States Supreme Court. In

that eventuality, further postponements of the effectiveness of the ICC's order of Feb. 2 are conceivable.

(Washington Correspondence): The purposes of railroads "in performing these commercial warehousing services are clearly to prefer certain shippers, to discriminate against the private warehousemen, also shippers, and thus to 'grab traffic'."

This is the major argument in a brief filed by A. Lane Cricher, Washington attorney for the merchandise division of the American Warehousemen's Association, in the case pending before the three-judge Federal Court at New York, in Ex Parte 104, Part VI.

Mr. Cricher's brief raises two main points to score against the warehousing practices of the rail carriers in the New York area: that these services are performed without regard to cost and are designed to "entice traffic" and that the practices result in monopoly of traffic. On this latter point the brief states:

"It is clear that these preferences and discriminations, rebates to certain shippers, are leading to a monopolization in the hands of such persons."

The warehouseman stresses also that railroads' warehousing at the Port of New York is not based on cost for such service and is non-compensatory when viewed from the point of the service alone. This competitive undercutting is leading to the destruction of the business of the private warehousemen, the brief contends.

Alluding to "costs"—which was a moot point at the hearing before the three-judge Federal tribunal—Mr. Cricher says in part:

"'Cost,' in and of itself, is a definite term; clearly it may be made certain; it includes depreciation, taxes, repairs, and all other expenses.

"Not only are certain costs of plaintiffs' warehousing definitely set forth in the Commission's report, in a great majority of instances in dollars and cents, but in those few instances where these costs are not so definite as in the great majority, it is clearly apparent that the warehousing costs are commingled with the transportation costs in the data available to the Commission. This by no means infers that these costs for warehousing are not definitely determinable by the plaintiffs. They are, they must be also determined by all competitively engaged in warehousing.

"The record includes a full cost accounting method for the determination of warehousing costs; also

re-insurance. . . . Competing warehousemen have for many years so arrived at their costs; there is nothing new, unusual, strange, complicated or indefinite about them. Without certain knowledge of cost, business survival is seriously jeopardized.

"Plaintiffs, just as private warehousemen providing storage, handling and other commercial warehousing services, must have available and use a basis for arriving at costs for their warehousing operations, in order to know their losses or profits for income tax purposes. That plaintiffs may commingle these commercial warehousing costs with those of their common carrier (railway) operations is not of concern in this question of the definiteness of the term 'costs'."

Bell Joins Culbertson With Eyres Company

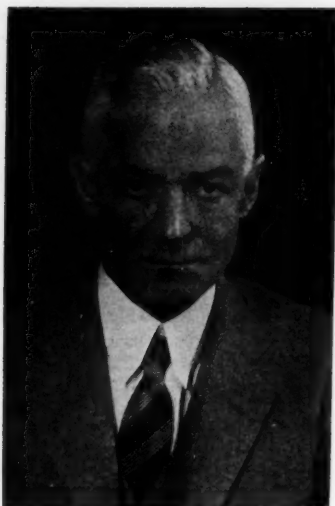
Effective May 15, Albert Bell, executive assistant at Cincinnati Terminal Warehouses, Inc., Cincinnati, joined Eyres Transfer & Warehouse Co., Seattle, in the same capacity. Mr. Bell thus continues his business association with R. G. Culbertson, who recently resigned as managing director of Cincinnati Terminal to become vice-president of the Eyres organization.

Fred T. Herche, who was in charge of Ohio State liquor stocks at Cincinnati Terminal, also has joined the Eyres company, of which he has been appointed superintendent, succeeding Herman Dietz, who has been promoted to manager of Eyres Warehouse No. 3.

F. Glen Sherman, who recently withdrew from Acme Fast Freight Lines and Atlas Carloading Co. to join the Eyres staff as field manager in charge of local sales, has assumed also personal supervision of the National Carloading operation which Eyres took over on May 24.

The Eyres company has just established its Warehouse No. 3, having leased the south end of the Union Pacific freight house on First Avenue South. This is almost a new structure which, near the city's center, is located about a mile north of the No. 1 plant. It gives the Seattle firm ideal facilities not only for storage of heavy commodities but for distribution as well.

Under Mr. Culbertson's management, Eyres is installing an entirely new system in the office and at the same time making several changes in warehousing operations and arrangements. New and modern equipment is being added, both in the office and in the warehouses.



Slater C. Blackiston

Blackiston Resigns from Bush

SLATER C. BLACKISTON, after 21 years with the Bush Terminal Co., New York City, resigned April 30 as vice-president of that company. At the same time, he has resigned as vice-president of the Bush Terminal Buildings Co., vice-president of the Bush Terminal Railroad Co., president of the Transport Co. and president of Distribution Service, Inc., of which the Bush Terminal Co. is the New York member.

At a recent dinner attended in his honor by prominent members of the warehousing and transportation fields as well as many shipper friends, Mr. Blackiston stated that he preferred not to announce his new connection until he has had time in which to straighten out some personal matters and take a short vacation.

In 1935, Mr. Blackiston was a member of the executive committee of the Merchandise Division of the American Warehousemen's Assn., at which time the Bush Terminal Co. was a member of that association. Mr. Blackiston was also chairman of the Port Tariffs Charges Committee during the days of the NRA. He participated in the Conference of Port Developments, New York City and was active in inland-waterways and warehouse association activities.

Bush Properties Returned to Management

AFTER 4 yrs. controversy, the property of Bush Terminal Co. was returned to the management of the corporation April 30th, under the presidency of its founder, Irving T. Bush.

The company has had a unique

record under court control, for during the entire period all fixed charges were earned after depreciation. Its long period under the court was due to a disagreement which has been amicably settled, and the company starts with a clean slate and a strong cash position, under aggressive and experienced management.

The facilities comprise all forms of distribution and warehousing, including large steamship piers at New York, bonded and free warehousing, a railroad terminal acting for all of the trunk lines terminating at New York, cold storage, a fumigating plant, a distribution division, industrial buildings for manufacturing and wholesale tenants and a trucking department.

The Terminal company and the buildings company are to be continued as separate corporations for a period of 3 yrs. The management of the buildings company will be controlled by the preferred stockholders of that company and the management of the Terminal company will be controlled by the common stockholders. It is contemplated that at the end of 3 yrs. the two companies will be combined.

The officers of the Terminal company are Irving T. Bush, president; Paul Timmerman, executive vice-president; John Hanigan, vice-president and treasurer; W. L. Sturges, assistant vice-president; Robert Williams, assistant treasurer; C. R. Cook, secretary, and H. E. Ward and W. J. Matthews, assistant secretaries.

The officers of the Building company are: E. T. Bedford, president; R. A. P. Walker, vice-president; Abner J. Grossman, secretary and Malcolm B. Varney, assistant treasurer. The executive offices of both companies will be continued at 100 Broad St., New York.

The Building company owns and operates sixteen loft buildings having a floor space of more than 5,500,000 sq. ft. These buildings, constructed for the occupancy of manufacturers, are located adjacent to the waterfront in the Bay Ridge section of Brooklyn. Through a subsidiary, the Building company owns Bush House, a large, modern office building in London, England. It also operates the Exhibition Buildings Co. building at 130 W. 42nd St., New York.

Federal District Court Ends Ban on 'Car Spotting' Rebates

Holding that the interstate commerce commission was without statutory power to order railroads to discontinue making terminal allowances to industries who perform



Irving T. Bush

their own "car spotting" services, a three-judge Federal district court at New Orleans has enjoined contrary orders issued by the commission in the summer of 1936.

The court ruled that the "spotting" service was one which the railroads were required to perform as a part of their transportation obligation under regular line haul freight rates. It also held that the railroads had entered into contracts with the industries whereby the latter would perform the service as agents for the carriers.

Industries affected by the court decision are the Standard Oil Co. of Louisiana, which operates one of the largest oil refineries in the world at Baton Rouge; the Great Southern Lumber Co. and the Bogalusa Paper Co., Inc., of Bogalusa; the Pan-American Petroleum Corp., Destrahan; and the Celetox Corp. of Delaware at Marrero.

All of these industries own trackage and equipment within their plant grounds. They handle loaded cars within their plants and then spot empty cars back on the lines of carriers serving the area. For this work they receive certain amounts stipulated in tariffs published by the carriers.

The issue involved in the case is currently under consideration by the United States Supreme Court and is of far-reaching importance to many large carriers and industries of the country. The ruling of the interstate commerce commission being contested was entered May 28, 1936, following an investigation. It ordered the carriers to discontinue their long-practiced custom of making allowances to industrial concerns who perform their own "car spotting" service within their plants, as agents for the carriers.

.... the parade of NEW PRODUCTS

HINTS Manufacturing Co., Orange, N. J., has leased 12,000 sq. ft. of space in the plant formerly operated by the Durant Motors Co., Elizabeth, N. J. The Hints company manufactures "Terry's Mints." Fred Andrews, president of the company, states that his business has quadrupled in the last 3 yrs. The company was started in 1928 in Bloomfield, N. J., and moved to Orange in 1931 in its initial expansion. It sells to wholesale grocers, candy dealers, chain stores and wagon distributors in every state of the Union.

Puffed apples, similar in appearance to the puffed grains used as cereals is the latest creation of Oregon apple growers. Apples in this form may be used as a breakfast food without sugar, or converted in a few minutes to applesauce.

"Cocktail Bitters," a product of Mario Gianini, New York, are sugar cubes, each containing sufficient biters and herb extractives to flavor one "old fashioned" cocktail. Included in the transparent, cellulose wrapped package of twenty-five cubes is a wooden pestle for crunching and mixing the sugar cubes.

Borden Co. is putting into operation at Dixon Ill., a new American cheese plant which will have a production of about 10,000,000 lbs. annually.

National Biscuit Co. will spend about \$1,000,000 to enlarge its carton plant at Marseilles, Ill.

Charles E. Hires Co., Philadelphia, is putting new 5- and 10-cent root beer bottles into national distribution this summer. "Lower prices for bigger bottles" is to be the keynote in 150 newspapers in 100 cities.

Ivanhoe Foods, Inc., Auburn, N. Y., announces that its Redisalads, canned potato and macaroni salads, have attained national distribution within 6 mos. after introduction. Redisalads were first packed in gallon glass jars to be resold in bulk. They are still packed in 7-lb. cans for this purpose. One-pound cans, however, for housewives are taxing production facilities.

Quaker Oats Co. is making experiments with a malted wheat flour under the direction of Clinton L. Brooke.

Honey Crisp Co. has opened a factory at 126 W. Kinzie St., Chicago, under the management of Henry Rose.

Appella Corp. Seattle, Wash., has introduced Appella Crisps, "just pure apples puffed and crisped into the crunchiest of golden nuggets." Each 4½-oz. can contains the equivalent of sixteen apples. In preparing

the crisps, apples are peeled, cored, and dehydrated. Full production, expected by the next harvest, will necessitate the use of 50,000 tons of apples.

Hiram Walker and Sons, Inc., are arranging to build a new distillery at Dunbarton, Scotland. It is understood that 700 tons of equipment will be shipped from Peoria, Ill., for the new plant.

Southwestern flour firms are re-entering the Mediterranean markets from which they have been absent from upwards of 4 yrs.

Moraine Products Co., East 1st St., Dayton, Ohio, manufacturer of bearings, bushings and kindred automobile products, a unit of General Motors Corp., has plans for a new \$450,000 plant. The company is now occupying part of the works of the Delco Products Corp. and will remove entire facilities to new plant on completion.

Amalgamated Sugar Co., Ogden, Utah, has plans for new beet sugar mill at Nyssa, Ore.

The nation will be made canned pear conscious if plans of the pear growers of Washington, Oregon and California work out. The pear growers and canners of the three states formed the Pacific Coast Canning Pear Stabilization Commission, the purpose of which is to keep the prices for the 1937 crop up by putting sales and advertising effort behind the 1936 crop now in warehouse and on the dealers' shelves. The marketing problem is to move the surplus of 48,000,000 cans of pears piled high in the Pacific Coast warehouses owing to a combination of marketing set-backs during 1935-1936.

Wilson & Company, Chicago, packers, have started advertising of dog food.

American Turpentine Farmers Assn., Jacksonville, Fla., representing the \$30,000,000 turpentine industry, has approved a co-operative advertising program entailing the expenditure of \$200,000, an initial fund.

Crown Can Co., a subsidiary of the Crown Cork and Seal Co., St. Louis, Mo., will build a \$3,500,000 plant in St. Louis. The plant will have a 40-car railroad loading dock inside the building.

Owens-Illinois Can Co., Subsidiary of Owens-Illinois Glass Co., will erect a \$500,000 plant in St. Louis, Mo.

(Continued on page 54)



Editor's note; This department is conducted in response to reader-demand for information of the character here given. Effort will be made to keep abreast of changes and trends. Address letters of inquiries to F. Eugene Spooner.

Argentine Corn—Canadian Newsprint

THE first Argentine corn of the 1937 season arrived early last month at Chicago by the Great Lakes—five cargoes in the first movement. The vessels were the J. B. Richards, F. V. Massey, Conniscliffe Hall, William Schutt and Oakton.

The port will also receive the usual opening influx of paper cargoes from eastern Canada, these coming forward on the Rahane, Waterton, Sioux, Cheyenne and Grey Beaver.

Upper River Oil Barges

THE Socony Vacuum Oil Co. has begun construction at its White Eagle plant at Kansas City of a tow boat and four tank barges to be used for carrying the company's own products to upper Mississippi River points.

Mud for Germany

ATHOUSAND tons of "mud"—Germany bound—passed through the New York State Barge Canal recently, reportedly destined for a secret German chemical process which will reclaim silver, platinum and tin residue.

Capt. Harry Sterling, manager of a Great Lakes shipping company, said the iron mine waste material is worth about \$70 a ton. This is the first bulk shipment to Germany and the contracts call for the movement of about 40,000 tons this year.

Two German scientists came to the United States several years ago and took three suitcases full of the stuff back to Germany, where they worked out a process to reclaim the silver, tin and platinum.

They have contracted with American firms to ship them all of the mud that can be found.

Capt. Sterling said the first shipment originated somewhere in northern Wisconsin, where it had been used to fill in marshes and small creeks. He indicated that smelting companies had been unable to find a use for it in the steel process.

On arrival at New York City after its trip through the barge canal, the "mud" was transferred to ocean freighters.

Florida Canal Opposed by Ford

OPPPOSITION of the Ford Motor Co. to the proposed Florida ship canal was revealed recently by Representative Alfred F. Beiter (Dem., N. Y.) of the House Rivers and Harbors Committee.

Mr. Beiter, an opponent of the \$197,000,000 project, made public a letter from Clifford B. Longley, of the Detroit law firm of Bodmon, Longley, Middleton and Farley, counsel for the Ford Motor Co. The letter said: "The Ford Motor Co. still takes the same position it did last year in connection with the Florida ship canal project. If this canal were completed, it would offer no benefit to the shipments we would make to the territory served by this waterway. The expenditures, we regarded, as uneconomic and quite unnecessary for the welfare of the country."

Canalizing West Pearl River

PLANs for the canalization of the West Pearl River to afford navigable water to industries at Bogalusa, La., connecting them with the port at New Orleans, will necessarily be revised before approval is won from United States Engineers, according to word received from Washington, D. C. The project was authorized by the Rivers and Harbors Act of 1935.



National Brands o o o

THE big question in the minds of most merchandisers is whether, with the increase in Fair-Trade legislation, the vigorous prosecution of the Robinson-Patman Act and other factors, the national brands have reached the peak.

Every consumer survey made indicates that to date, at least, the national brand dominates in almost every commodity classification. Particularly significant, therefore, will be the results of consumer studies made at the beginning of 1938 or better, perhaps, at the beginning of 1939 when a long-term trend will have had an opportunity to show itself, if such a long-term trend exists.

Guatemalan Documents o o o

THE Atlantic and Gulf-West Coast of Central America and Mexico Conference announces that regulations issued by the Guatemalan government require all documents covering cargoes arriving at Guatemala ports from now on must be filled out in Spanish. This applies particularly to description of the goods on bills of lading. Failure to comply will subject consignees to heavy fines.

Mexico Commercial Invoices o o o

IN view of the fact that some Mexican consuls are asking for only six copies of commercial invoices, whereas others are now asking for nine copies, it has been suggested that shippers adopt nine copies as a standard requirement so as to obviate any difficulties.

Canned Goods Rail Rate Rise o o o

THE impending action of the inter-coastal lines to advance their eastbound port to port rates on canned goods by 5½ cents per 100 lbs. and also the ocean-barge and ocean-rail rates by 5 cents per 100 lbs., has cleared the way for the transcontinental carriers to proceed with a delayed

blending of the former emergency charge on such goods into the base rates. The proposal of the transcontinental railroads is to increase canned goods rates 5 cents per 100 lbs. with exceptions as to minimum carload requirements.

Personnel o o o

RAY SMITH, former Eastern traffic manager of General Foods, Inc., has been appointed traffic manager of the Hudson Motor Freight Service, Inc., with offices in Albany, New York City and Poughkeepsie and for its subsidiary, the Sperry Warehouse, Inc., Troy, N. Y. H. A. Sperry is president and general manager of both companies.

COL. J. F. QUINN, for the last 14 yrs. import manager of Montgomery, Ward and Co., Chicago, has resigned. Col. Quinn has had extensive merchandising experience in the Orient and is recognized as an authority on the buying of oriental goods as well as products of the major European countries, particularly Germany.

H. B. WHIPPLE, traffic manager, New York Dock Co., New York City, has been representing the American Warehousemen's Assn. Merchandise Division at recent conferences sponsored by the American Standards Assn. on the matter of establishing a standard height for loading and unloading platforms. The AWA's Merchandise Division has, through Mr. Whipple, been participating in similar conferences for several years, and there still remain many complications that make it difficult to determine on a standard platform height conveniently adaptable to existing heights of floors of railroad cars and motor truck bodies.

J. W. HOWELL, secretary and manager of the Haslett Warehouse Co., San Francisco, Cal., has been elected president of the San Francisco Chamber of Commerce.

New AWA Members o o o

NEW members of the American Warehousemen's Assn. Merchandise Division are: Broad Street Warehouse Corp., Utica, N. Y., F. J. Trosset, vice-president; Murray Warehouse Co., Inc., Utica, N. Y., William H. Coleman, assistant treasurer and general manager; and P. Van Haaren & Sons Storage Co., Inc., Bay City, Mich., Gottfried Van Haaren, secretary and treasurer.

Bathasweet o o o

The makers of Bathasweet are making plans to distribute this toilet preparation through warehouses. Extensive advertising is probably responsible for this move.

Buying Power o o o

According to figures brought out in its eighth annual survey of buying power, *Sales Management* reports that effective, or real, buying income increased about 6.3 per cent in 1936 over 1935. This estimate is lower than most others which have been made of gains in national

(Continued on page 46)

FROM THE LEGAL VIEWPOINT

By LEO T. PARKER



Avoidance of Some Legal Pitfalls

ASSUME that an old and well known customer approaches you, a warehouseman. He makes this statement: "Your warehouse is fireproof and I know it. However, there are many persons in this city who do not know it. Now, what I want to do is a simple thing and that is to increase your business. Recently I have accepted a position with a local newspaper. Suppose you sign for an allotted and predetermined space for the coming year and insert in this paper the following advertisement: 'White's Warehouse is fireproof. Your goods are safe when stored in it. Why store your valuable goods in a warehouse which is not fireproof? Our rates are reasonable?'"

Now, there is no doubt but that Mr. White will be impressed with this formulation of the suggested advertisement. But, suppose that White's warehouse is *not* fireproof, as judged by competent municipal inspectors. Well, the result is "bad" for Mr. White. Why? Because various higher Courts have held that any and all warehousemen who advertise that a particular warehouse is "fireproof" is responsible and liable in the event stored goods are destroyed by fire while in the warehouse. For verification, see 246 N.W.147.

On the other hand, suppose Mr. White inserts in the various newspapers an advertisement as follows: "White's warehouse is guarded day and night by competent watchmen who are fully armed and prepared to protect your goods. Also, we have recently installed an efficient system for prevention of fire. And, in addition to these modern means, we guarantee we will be responsible to the full and complete extent as a warehouseman for the safety of your goods."

This advertisement is attractive but the warehouseman guarantees only that he will use *exactly* the same degree of care to safeguard the stored goods as is required by law. In other words, in order that a warehouseman shall be relieved from liability for loss or damage to stored merchandise it is necessary he use an "ordinary" degree of care to safeguard goods. "Ordinary" means just this: the warehouseman has used exactly and

Mr. Parker answers legal questions on warehousing, transfer and automotive affairs.

Send him your problems care of this magazine. There will be no charge for the service.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

the same degree of care, to prevent damage to stored goods, that would have been used *under the identical circumstances* by the average and prudent and experienced warehouseman.

That is simple; however, it may be necessary to introduce a considerable amount of testimony to convince a jury that the warehouseman, who is being sued, actually exercised the "ordinary" degree of care to safeguard the merchandise.

On the other hand, many higher Courts have held without much testimony that warehouseman who have provided a "reasonably" suitable and safe place for storage of

goods are not liable in damages for the usual losses. In other words, Courts consider testimony as to the usual and ordinary methods of safeguarding stored goods, as adopted by the average warehouseman. If the warehouseman used the same degree of care as would have been used by other warehousemen, then the owner of the goods is not entitled to recover damages.

In order that we may present an interesting and entirely logical assumption of facts, let us assume that certain stored goods were lost. The owner demands that the warehouseman pay the value of the missing goods. The warehouseman refuses. The owner files suit. During the trial the owner proves that the warehouseman has in his employ a worker who has been convicted of theft, and furthermore this same worker has been known to have stolen goods from the warehouse. The solution of this legal controversy is simple, and it is as follows:

The warehouseman did *not* use the same degree of care in selecting his employees as would have been used by the average warehouseman. Therefore he is liable. The reason is: the average warehouseman would not keep in his employ a workman who is known to be dishonest and likely to steal.

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Liability for Losses and Damage by Flood

RECENTLY many warehousemen have had legal controversies and have been subjected to complaints from the owners of stored goods damaged or destroyed by unusual flood conditions.

It is important to know that a warehouseman is not liable for damage to or loss of stored goods if the testimony proves damage or

loss did not result from negligence by warehouseman or his employees. In other words, a warehouseman is not liable if he uses "ordinary" care to safeguard stored merchandise, which means he must use the same degree of care that would be exercised by other experienced and prudent warehousemen under the same conditions.

Therefore a warehouseman is not liable for damage or loss caused by flood waters if the flood resulted from unusual, extraordinary, or unexpected conditions.

The legal situation is different with respect to common carriers, as motor-truck transportation companies, railway companies, etc. A common carrier is liable for damage or loss by flood waters unless caused by an act of God. Damage caused by flood waters may actually result from an act of God, under which circumstances neither warehouseman nor common carrier is liable.

In *Whittier v. Southern Ry. Co.*, 190 S. E. 432, Georgia, it was shown that a shipper delivered merchandise to a railway company which transported goods a portion of the distance toward destination. Then this carrier unloaded freight at another carrier's terminal and placed it on a pier for delivery to a connecting carrier. After the shipment had been placed on the pier a storm came up which caused the tide to rise considerably. The carrier's employees in charge of the freight terminals at the pier appraised the situation and concluded there was no danger of the shipment being engulfed by the rising tide. They failed to move the shipment. The tide returned suddenly as a result of the continuation of the storm and rapidly rose and came over the pier and engulfed the shipment.

The carrier refused to pay the shipper for the damage, and the shipper filed suit. During the trial the carrier contended that flood was caused by an act of God. It proved that the pier had been built and used for about thirty years and no tide had ever before covered it and, while warnings of the approach of the storm had been given by the weather bureau, there was nothing which would give any intimation to the public that the storm would be of unprecedented violence or more severe than other storms in that vicinity.

In view of this testimony the higher Courts refused to hold the carrier liable, saying:

"A carrier is not liable for damage to a shipment of freight from an unexpected and unprecedented flood amounting to an Act of God where no negligence of the carrier in handling the shipment in any way contributed to the damage."

What Constitutes a "Common Carrier"?

THE term "common carrier" means any person who or which undertakes, whether directly or by a lease or any other arrangement, to transport passengers or property, or any class or classes of property, for the general public in interstate or intrastate commerce.

"Contract carrier" means any person or firm who or which, under special and individual contracts or agreements, and whether directly or by a lease or any other arrangement, transports passengers or property in interstate or intrastate commerce.

In *Zelle v. Industrial Commission of Colorado*, 65 Pac. (2d) 1429, it was shown that a Colorado truck operator holds a Wyoming license and a Colorado permit. He operates trucks between Denver and points in Wyoming by means of which he serves a published list of customers by contract, but does not serve the general public.

The legal question arose as to whether the operator is a common carrier. In holding the operator not a common carrier, the Court said:

"A common carrier serves the general public. . . . The answer is that plaintiff was not so engaged. . . . The truck operator here offered no such program of service—he only served those with whom he had pre-existing contracts. Shortly expressed, he was 'a contract carrier.'"

Statute Specifies Responsibility

GENERALLY speaking, the owner of a motor vehicle is not liable in damages for an injury effected by the driver if the owner had no control or authority over the driver when the accident occurred. However, this usual law is changed by any State statute that places responsibility on the owners of motor vehicles.

In *Jackson v. Brown*, 7 N. E. (2d) 265, a law of New York was construed which makes all owners liable for injuries caused by their motor vehicles while being driven with the owner's consent.

In this case the owner of a vehicle loaned it to a company whose officer did not object when an employee named Lord used it for his own purposes. Lord, while driving the vehicle, negligently killed a pedestrian, whose dependents sued the owner to recover damages. Counsel argued the vehicle owner could not be held liable because when the accident occurred the vehicle was in the possession of the company whose officer had full con-

trol over Lord. It was proved that the owner of the vehicle had no control or authority over Lord. However, it is interesting to know that the higher Court held the owner liable in damages for negligence of Lord, and said:

"While the purpose and effect of the vehicle and traffic law must be confined to those cases which fairly fall within the scope of its language, still, as to such cases, it must be given a construction which will result in a fulfillment of the purpose for which it was enacted, namely, to make the owner liable for negligence where the automobile is used in the business of such owner or otherwise, by any person legally using or operating the same with the permission, express or implied, of such owner."

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Driver Held Negligent

HIGHER Courts have consistently held that all motor truck drivers are required to exercise that degree of care in maintaining lookout that an ordinarily prudent person would exercise, and to keep his vehicle on the right side of street or highway.

In *Pazen v. Des Moines Transportation Co.*, 272 N. W. 127, Iowa, two large tractor-trailer type trucks collided head-on. Photographs showed one truck was near edge of highway and testimony indicated the other truck was on wrong side of highway when collision occurred. In holding owner of last-mentioned truck liable, the Court said:

"A proper lookout called upon the driver of each of these trucks to exercise that degree of care that an ordinary prudent person would exercise, to ascertain where his was driving with reference to the middle of the pavement, and also with reference to the position of the other vehicle approaching, and to govern his speed in such a way as to be able to keep his machine under control and upon his proper side of the pavement, in order to avoid a collision."

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Interstate Commerce

IT is well known that a State has no authority or control over merchandise sold and shipped in interstate commerce. The United States Supreme Court has established the law as follows:

Whether any act, or series of acts, constitutes intrastate or interstate commerce, shall be determined in the light of the fact and circumstances surrounding that particular transaction. In other

words, although a transaction appears to be intrastate, yet an investigation of the circumstances may result in the Court holding the transaction to be interstate.

In *Wyman Holding Company v. Lowe*, 272 N. W. 181, it was disclosed that a traveling salesman from Minnesota sold merchandise to a purchaser in South Dakota. Some of the goods were delivered by interstate shipment and the balance by the salesman directly from his stock of samples.

The purchaser gave as payment his note secured by a mortgage. When note became due, purchaser refused to pay it on the contention the seller could not file suit to collect the note in view of a North Dakota law which requires all firms and corporations located outside the State to perform certain acts, as filing documents with Secretary of State, obtaining permit, etc., before being authorized to transact intrastate business. It was further further contended the act of the salesman in delivering a portion of the order from his stock of samples resulted in the transaction being intrastate.

However, as the salesman, when starting from Minnesota, had not intended or contemplated selling and delivering any of the samples, the higher Court held the transaction to be interstate, and that the purchaser was bound to pay the note. This Court said:

"We cannot agree that the sales of these samples were sales made in intrastate commerce. These samples were brought into this State by the traveling salesman, not for the purpose of sale, but to be used in securing orders for goods sold in interstate commerce. . . . The fact that some of these samples were sold direct to the respondents [purchasers] does not make said sale a sale in intrastate commerce. . . . Such a sale of an implement of interstate commerce is merely incidental to the main business transactions between the appellant and respondents which are concededly interstate in character. . . . The debt having been created in the course of interstate commerce, we hold that it is permissible for appellant to come into the State to collect it in cash or by accepting a note and mortgage, and that the note and mortgage thus taken are valid and subject to enforcement."

Variations Fail to Change Law

ALTHOUGH a seller of machinery or equipment, sold under interstate commerce protection, supplies employees to repair and condition or service the equipment,

this does not change the character of the transaction.

In *Wilmington Dry Goods Company v. National Automatic Mach. Co.*, 190 Atl. 735, a firm in Minnesota did not comply with a Delaware statute requiring payment of an occupational license. The firm sold and shipped interstate certain equipment. At later dates the seller sent men to Delaware to repair and condition the equipment. The purchaser refused to pay for the equipment; and when the seller decided to file suit to collect the amount due, counsel for purchaser argued that the act of the seller in sending into Delaware men to repair and condition the equipment resulted in seller "doing intrastate business" in Delaware without having complied with Delaware laws. For this reason, it was argued, the seller could not rightfully maintain the suit. However, the higher Court held that the afore-mentioned acts of the seller did not result in the transaction being intrastate business. This Court said:

"There was nothing tending to show that the plaintiff [seller] maintained an agency in this State for the purpose of keeping the scales in order, or that it kept men here for that purpose. . . . Being convinced that the shipment of the scales into this State by the plaintiff under the terms of the contracts which it entered into with the defendant [purchaser] was in furtherance of interstate commerce, I am satisfied that the defendant was not required to take out an occupational license in this State."

In *Nernst Company v. Conrad*, 165 Mich. 604, certain goods were manufactured in Pittsburgh, Pa. The contract under which the sale was made provided for maintenance of an agency in Michigan for an indefinite period to care for the goods sold.

The Supreme Court of Michigan, in considering the question of whether the business was interstate commerce, said it was not the case of a single transaction within the State, accompanying or merely incidental to the business of selling goods and installing or setting them up for use, but was the case of conducting in the State a regular and continuous business in aid and in furtherance of the general business so carried on within the State.

On the other hand, in *Crenshaw v. Arkansas*, 227 U. S. 389, it was proved that a Missouri corporation sold ranges through traveling salesman in Arkansas. It was held that the sale of goods which are in another State from that in which the sale is made, for the purpose of subsequently bringing them into

the State in which the sale was made, is interstate commerce and cannot be obstructed or regulated by the police power of the State. The Court said:

"Nor does the fact that the law now in question was alleged to have been passed in the exercise of the police power of the State make it lawful."

Regular, Frequent and Occasional

LEGAL EDITOR, *Distribution and Warehousing*: We have a problem that we want you to solve. It relates to use of certain words in an insurance policy on motor trucks. All policies contain clauses pertaining to (1) "regular trips," (2) "frequent trips" and (3) "occasional trips." Please explain the legal meaning of each, as the policy contains these phrases with relation to use of the trucks without prescribed distances from our warehouse.—*Disher Transfer Company*.

Answer: It would seem, after making a thorough study of the higher Court cases, that No. 1 means: trips made at predetermined periods and on dates prearranged with a definite period therebetween; in other word, trips made on definite dates as far as trucking is concerned. No. 2 means: trips that are made often when the regular trips are considered. Suppose that regular trips are made three times each week; then frequent trips would be those made not so often as the regular trips, but perhaps every three or four days. As to No. 3, the occasional trips are those made not often, as every week or two weeks, if your regular trips are made three times each week. Moreover, some Courts have held that "occasional trips" allude to those made at times other than periods during which regular trips are made. For this reason it is certain that occasional trips are not made often, nor are they made regularly.

Kansas Changes Trucking Regulations

THE Kansas corporations commission May 1 issued regulations over trucks. Rules prior to that date permitted 12 hrs. of continuous driving; the new regulations permit only 12 hrs. of continuous work, regardless of whether the full time is spent driving or loading and unloading. Trucks are to be equipped with sleeping arrangements when two drivers are to relieve each other.



Traffic Management as a Profession

NEW YORK CITY—The days of glorified shipping clerks have passed. Industry needs and should demand professional men in the traffic positions occupied by these men.

Epochal changes have revolutionized business and to such an extent that from now on the traffic department plays a very important part in the daily conduct of same.

Since business may be defined as the moving in and moving out of merchandise, the traffic department is the hub of this type of business.

Traffic management is definitely a profession. One authority states that a trained industrial and commercial manager must have the following qualifications:

1—He must be informed with respect to the services, charges, and liability of all types of transportation carriers—private, contract and common.

2—He must know the problems of supply, production, distribution, and consumption of the commodities handled by the industry or association for which he works.

3—He must have a sound training in world geography, with particular knowledge of areas of production, manufacture, distribution, and consumption, the territories served by the principal transportation carriers, the routes of these carriers, and their points of connection with other carriers.

4—He must be familiar with the principles of railroad and other carrier systems of classification, rate-making, tariff publication, construction, interpretation, and accounting.

5—He must have a general knowledge of political science or government and a particular knowledge of the public regulation of transportation agencies obtained through the Interstate Commerce Act and the state regulatory acts that concern him, the decisions of the Interstate Commerce Commission and of the state regulatory commissions, and the decisions of federal and state courts affecting transportation.

6—He must have a general training in finance and banking and a specialized knowledge of trans-

portation finance pertaining to the carriers' finance and rate bases and to the handling of transportation finance in connection with shipping documents and drafts by fiscal institutions.

7—He must be informed with respect to marketing and distribution generally and have special knowledge of the transportation aspects of marketing and distribution.

Industry does not demand so much from any other unit of its organization. Consequently, traffic men should feel proud that such a trust has been placed in them; they should strive to prove that the trust is justified.

It is interesting to note that the study made of industrial traffic management by the Department of Commerce in 1930 found that in firms having traffic departments:

1—26 per cent of the traffic departments report to the president.

2—16 per cent report to the general manager.

3—13 per cent report to the vice-president.

4—4 per cent report to the plant manager or superintendent.

5—3 per cent report to the sales manager.

6—2 per cent report to the secretary.

7—2 per cent report to the treasurer.

8—The remainder report to combinations of various officers.

One can immediately see from these figures that there is a tendency on the part of business to place the traffic department on a par with the sales department, rather than held accountable to that department.

In many firms, the sum of money spent by the traffic department is surpassed only by the cost of production and salaries. Experience has proved that, properly managed, the traffic department can save considerable time, money and labor.

I repeat then, that industry needs and should demand professional men as heads of its traffic departments. **Douglas Miller, Eastern Manager, Associated Warehouses, Inc., New York City.**

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DISTRIBUTION AND WAREHOUSING

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2—**AC Blue Top Spark Plugs.** Cover all heavy duty needs. This new line combines all of the features which make for longer life, higher efficiency, dependability, etc. Made by AC Spark Plug Division, General Motors Corp.

3—**Fuel-Om-Eter.** An instrument for checking gasoline mileage at speeds from 30 to

60 m.p.h. Using a speedometer type dial, it measures the gasoline flow from the tank to the carburetor, and shows the consumption directly in miles per gallon. Maker, Allen Electric & Equipment Co.

4—**Arithmometer.** An adding machine for the vest pocket that saves time in shop or office. For departments in which the amount of figuring does not warrant the purchase of a regular adding or calculating machine, for checking incoming or outgoing bills, costs, inventory values, etc. Price, \$2.50. Maker, Tavella Sales Co.

5—**Wincharger.** Permits fuller use of light as a safety road factor by keeping battery charged by operation of wind-driven generating equipment, mounted in front of truck or trailer body. At 10 m.p.g. or more of vehicle, a steady flow of current is poured into the battery. Made in either 6-volt or 12-volt size. Made by Wincharger Corp.

6—**Tire Groover.** The Roll-About groove gives new treads to smooth tires in minutes, the job being done without moving the wheels. Requires no oil. Made by Safe Tool Mfg. Co.

KEEP POSTED ON TRADE LITERATURE

7—**Motor Carrier Law Handbook.** A new and thoroughly practical handbook of State and Federal requirements affecting interstate common, contract and private motor carriers. In addition there is included an analysis of the practical application of the Motor Carrier Act of 1935. Book designed to alleviate confusion of operators in interpreting all of the new laws, both Federal and State, that have been enacted within the past year or so. Sale price of book, \$3.00. Published by Milbin Publishing Co.

8—**Ford Maintenance Manual.** A 48-page, well-illustrated repair manual covering all phases of Ford V-8 maintenance on models from 1932 to 1936 inclusive. Available to mechanics and shops through NAPA jobbers. Published by National Automotive Parts Assn.

9—**Free Diesel Book.** Called the Dependable Diesel, this publication describes the actual use of this type engine in many installations. The facts are presented in feature story style and the entire book is well illustrated and bound. Published by Cummins Engine Co.

10—**Dry-Ice Refrigeration Control.** A report that shows how Dry Ice can be thermostatically controlled for uniform, economical and automatic operation on motor trucks. Issued by Liquid Carbonic Corp.

11—**Foot-Work Distribution.** Entitled "A Good Two-Foot Rule," this new Western Union pamphlet describes the many services that are available through its nationwide distribution facilities wherein messengers can be used not only for deliveries of samples, coupons, etc., but for surveys by questionnaire or otherwise. In such work, Western Union is responsible to the same degree that it is for the delivery of telegrams.

12—**Lift Vans & Foreign Service.** A booklet containing information about the proper construction and use of lift vans for foreign shipments, also customs house

requirements and clearances. Agents handling shipments in foreign countries. Lift van service information for Pacific Coast. Bowling Green Storage and Van Co.

13—**Hand Lift Trucks & Skid Platforms.** A very useful handbook that gives a full explanation of the economies and specifications of these types of material handling equipment. Published by Yale & Towne Mfg. Co.

14—**What Happens When You Ship a Package?** The title of a new booklet by Railway Express, attractively illustrated to explain the step-by-step procedure and protection given by this big organization in getting the load through to destination on time and in good condition. It also shows a tie-up with Western Union, rail, airways and the consignee to give convenience, speed of delivery and the final assurance of receipt. Other features are shown as well.

15—**Slide Rule of Truck-Trailer Size and Weight Restrictions.** A very convenient and yet accurate slide rule for determining size and weight restrictions in every state for truck-trailer combination. Simple to operate. Write for your copy care of D. and W., or direct to Fruhauf Trailer Co., Detroit.

16—**Tire Maintenance Manual.** Tells how to secure the most mileage from your tires. Given free by the General Tire Rubber Co.

17—**Export Form Guide Book.** A complete schedule of forms for shipping and bills to foreign countries. Tells what forms are required by each country. Complete instructions are contained in 12 free booklets for shippers to Argentina, Australia, Brazil, Canada, Chile, Costa Rica, Guatemala, Irish Free State, Japan, Mexico, Newfoundland and South Africa. Published by Unz & Co.

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Warehouse Loans

(Continued from page 9)

credit, the amount of which open-line credit is determined by the prospective borrower's financial condition, usually limited to a percentage of his quick assets, and further limited by federal and state laws which specify the maximum amount that may be loaned to one borrower based on a percentage of the lending bank's capital funds.

The importance attached to the warehouse receipt as collateral for loans is well evidenced by the fact that various state and federal laws permit loans in excess of the limits on open-line credit to one borrower. In four states, Idaho, Kentucky, Mississippi and Montana, there is no limit set on the additional amount that may be loaned if the security is adequate, and in these states warehouse receipts on goods ready for market are adjudged to be adequate security. The Arizona law states that 10 per cent may be loaned if the additional loan is secured by warehouse receipt on goods ready for market.

California, Indiana, Virginia and New Jersey allow an additional 15 per cent. Alabama, Georgia, Maine, Maryland and Michigan allow an additional 20 per cent. Delaware, Florida, Minnesota, New York and Tennessee allow an additional 25 per cent. Wisconsin allows an added 30 per cent. Missouri allows 35 per cent. Louisiana allows for an additional 50 per cent. South Dakota and the United States laws allow 15 to 50 per cent additional in all cases, it being understood that the loans are to be well secured, and it is generally specified that they be secured by warehouse receipts or other evidences of goods having a ready market that will be soon converted into cash.

After the banking holiday certain restrictions were imposed requiring the banks to keep "liquid" and in order to remain liquid its funds must be kept in cash; obligations of the United States; a comparatively small group of gilt-edged securities; call loans and finally paper eligible for rediscount.

Return on Call Loans

Call loans are available principally in the New York and Chicago market, but like the income on government bonds, the return is low—less than 2 per cent at the best. The bank can earn nothing on cash held in its vaults, it can earn very little more than nothing on these two other classes of liquid investments; they are safe but not profitable. For earnings then the bank must turn to "other loans."

Ordinarily in banking "other loans" are the source of real profits. On these "other loans" the banks charge interest at the legal rate, 6 per cent; in some cases more. Commercial loans represent a large part of these "other loans" but such loans are not "liquid"; they are "good" but they cannot be turned into cash on short notice; consequently the banks had to limit the amounts they could lend on these unsecured, non-liquid loans. However, money is available for loans that are eligible for discount and under the rules of the Federal Reserve Bank loans secured by collateral, government bonds, gilt-edged stocks or bonds, and warehoused stocks are eligible for discount and rediscount.

Such collateral as stocks and bonds the banker can take in and hold right in his own vaults, but the bulky goods on which the banker lends cannot be taken into his own vaults—in this case the banker must depend on the warehouseman who becomes the custodian of the collateral which the banker has accepted against a loan.

The warehouse receipt is as well established in banks that deal in commodity collateral as are stocks and bonds, for use as collateral. These banks have learned over a long period of time that the warehouse receipt issued by a bona fide public warehouseman is good collateral. There are differences in the desirability of stocks and

bonds, and just so not all warehouse receipts are acceptable to the banker.

Bankers want to know that the warehouseman is responsible; that he is in good financial condition; that his facilities are adequate to properly take care of the goods covered by the warehouse receipts, and it is surprising how very often membership in the American Warehouseman's Association is the deciding factor with the banker as to the desirability of the warehouse receipts offered as collateral.

The bankers who deal largely in commodity collateral know the advantages of loans secured by warehouse receipts. They have found that loans on goods stored in public warehouses offer a method of extending credit to the manufacturer, producer, and distributor that affords maximum security to the bank, which is not always obtainable when loans are made on single note basis. The bank through the warehouseman is always in possession of collateral security of real and marketable value, and in every comparison warehouse receipts as collateral offer complete protection and confirmation in the possession of the goods pledged.

Minimum of Risk

Bankers also recognize the importance of being able to offer to their customers the most convenient and at the same time the most economical service available, and in warehouse credits is found not only a minimum of risk for the banker but the maximum of service and economy for the bank's customer.

It is surprising, however, how many banks that despite the recognized advantages of warehouse receipts as collateral have never used this method of extending credit accommodation, or who have never offered this service to their customers who could use it to advantage.

These bankers who have not used or thought of the possibilities for service, the opportunities for increased business, and the security features of the warehouse receipts as collateral offer a particularly fertile field for the warehouseman who wishes to develop this type of business and thereby create new business for himself. They know generally about the advantages of the warehouse receipts as collateral; usually they will produce a copy of the booklet, "Warehouse Receipts as Collateral," which was prepared and issued by the Committee on Banking Relations of the American Warehouseman's Association, but they have not thought of making use of this type of collateral in connection with loans to their own customers.

The banker who does not as a usual thing make loans on warehoused goods thinks of warehouse receipts as being used as collateral for loans against wheat, cotton, wool, tobacco, and large quantities of canned goods, food products, etc.—in amounts far beyond the limits that they can lend, overlooking entirely that among their customers are many manufacturers, producers, distributors, and merchants with working capital tied up in inventories of hundreds of different kinds of raw materials or finished products to whom they could lend safely far more than the accommodations that they are extending, with benefit to their customers and profit to themselves.

Generally, these bankers are receptive to the idea of using warehouse receipts as collateral for loans to their particular customers as a means of increasing the amounts they may lend in excess of open-line credit limits, thereby increasing the volume of their loan business and often holding customers who would drift to larger financial institutions. Many banks, realizing that they must extend accommodations beyond open-line credit limits to some of their customers to hold their business, are using various devious ways to extend this additional accommodation. They are making loans against merchandise inventory, on chattel mortgages, or

(Continued on page 57)

(Concluded from page 7)

dent of the Chamber, said that so long as the Federal Government continued to carry the burden of unemployment relief without curtailment, the difficulties involved in bringing the Federal budget into the long-sought-for balance remained unsolved.

Waterways

William B. Rodgers, vice-president of McCrady-Rodgers Co., Pittsburgh, spoke on the future of transportation from the viewpoint of waterways. He declared the waterway interests wanted the Government to get out of the water transportation business on the inland rivers, explaining that this complaint was typical of all transportation agencies, all of whom wanted privileges given by the Government to the others that they themselves did not enjoy.

"Water traffic is now booming," he stated further, "and the trend is definitely upwards. Certainly the future for waterway transportation never appeared better."

Mr. Rogers cited major problems which must be met and to which the best thought of leaders in transportation, industry and Government must be directed:

1. Closer cooperation between waterway and rail interests.
2. Continuous improvement of existing waterway facilities.
3. Modern terminals should be constructed at every important city on a navigable stream.
4. Construction of the Lake Erie to Ohio River barge canal.
5. Flood control on our major rivers.
6. Elimination of drastic and unreasonable legislative restrictions on waterway transportation.

P. W. Litchfield, president of Goodyear Tire and Rubber Co., presented a labor relations program and said it was futile to attempt to set up any industrial relations program unless and until all of those concerned—labor, management, public authorities, and the public itself—respected the law of the land and acted accordingly.

"Labor leaders who have accomplished most for labor in this

country," Mr. Litchfield declared, "have been those who have regarded their engagements with management with the same sense of responsibility that honorable people have towards private contracts."

Prompt revision of the Wagner Labor Relations Act to provide proper safeguards for all employees, and employers and the public as well, was advocated by the round table session on management relation with employees. Stressing the present "one-sided" application of the Labor Relations Act, James W. Hook, president of Geometric Tool Co., New Haven, Conn., said that the Act assumed "the employer in every case is not only as strong and able a bargainer as the majority of his employees, but also as his employees and the Federal Government combined."

Pointing to "improper" practices on the part of labor organizations, Mr. Hook asserted: "Labor must be brought to see that passive acceptance by employers of a one-sided Act does not make for peace, but for industrial war. It must join with employers in a conscientious effort to rewrite the Act in the public interest, making it fair to each side and rendering both sides responsible."

National Welfare

A challenge to business management to strengthen and defend American enterprise was sounded by Colby M. Chester, chairman of General Foods Corp. Mr. Chester said current conditions presented a challenge to the business man to put human relations and national welfare ahead of every other consideration.

"Certainly no intelligent business man," stated Mr. Chester, "would dare say that the workers everywhere are as well paid as they might be. Some of us may not have realized it some years back, but I venture to say that today virtually everyone in business realizes that the success of the American system of large-scale production and distribution from now on depends largely upon a consuming public having a purchasing power which grows steadily and is capable of providing the people with the merchan-

dise which they need for modern life.

"Another thing. Don't let alarmists convince you that there is going to be any permanent conflict with embattled labor on one side and management stubbornly entrenched on the other. The truth is—and I am confident that you will endorse my statement—that the big majority, the overwhelming majority, of employees in this country not only feel friendly toward their employers, but are becoming increasingly aware of management's intentions and efforts in the direction of improved industrial relations."

A prediction that inflation is on its way or was greatly to be feared was made by several of the speakers. These executives cited alarm over the possibility of the Federal Government continuing to carry the burden of unemployment relief without curtailment and over the difficulties involved in bringing the Federal budget into the long-sought-for balance. One of the speakers stated that though business was very good, he feared inflation if prices went any higher.

Mobile Foreign Trade Zone Hearing June 10

A public hearing will be held by the Foreign Trade Zones Board of the Department of Commerce June 10 on the application of the Alabama State Docks Commission for a grant to establish a foreign-trade zone at Mobile, Ala. The plans contemplate the use of Pier "A" south and certain adjoining structures and land area of the Alabama State Docks.

* * *

Southwest's 20th Annual Is Set for Houston Oct. 7-9

Announcement is made by Amos E. Brooks, Fort Worth, secretary-manager of the Southwest Warehouse & Transfermen's Association, that the group yearly meeting will be held in the Rice Hotel at Houston on Oct. 7-9. This will be the organization's twentieth annual convention, and Mr. Brooks states:

"A feature will be recognition of the charter members, homage to those who have been engaged in the industry for twenty years or longer, and tribute to the past presidents of the association."

Here Are the Chamber's Resolutions as Adopted at Washington in April

AIR TRANSPORT REGULATION

INTERSTATE air transport, now as a whole deriving two-thirds of its revenue from passenger and express business, should be under appropriate regulation by the Interstate Commerce Commission. With due protection of interests of existing operators, all common carriers should be required to obtain certificates of public convenience and necessity. The Commission should fix air-mail compensation but the Postmaster General should have authority to initiate proposals for additional air-mail services subject to Commission approval of certificates therefor. Common carriers should be required to file and adhere to just, reasonable and non-discriminatory passenger and express rates subject to approval of the Commission. Regulation of service should not invade the proper field of management.

AGRICULTURAL CREDIT

THERE should be adherence to the original policy which provided for borrower control of Federal Land Banks. In the operations of such banks there should be observance of appraisal and lending policies which will tend to keep the risks involved commensurate with the rates charged to borrowers.

In the continuing Federal farm credit system there should not be incorporated any loan policies which place a major portion of the risk directly or indirectly on the Government.

Farm credit operations of the Federal Government should be concentrated under the Farm Credit Administration and loans from other agencies, as the Resettlement Administration, should be discontinued.

Extension of Federal credit for production and seed loans of an emergency character should be reduced as rapidly as is consistent with improved economic conditions.

AGRICULTURAL IMPORTS AND EXPORTS

THE principle of reasonable protection for forms of agriculture of concern to any section of the country and subject to destructive competition from abroad has been repeatedly declared by the Chamber and is again emphasized. In all tariff considerations and all treaty undertakings the Government should at all times be governed by this principle of reasonable protection for domestic agriculture. There should be constant vigilance upon the part both of the Government and of agriculture and the businesses associated with it to detect instances of unfair competition in domestic markets from foreign products, as well as to identify opportunities for recovering and expanding export trade. Whenever unfair competition is found, the existing facilities of the flexible tariff should be promptly used to provide a remedy.

In domestic policies tending toward control of production or otherwise affecting agricultural prices, due consideration should be given to policies prevailing in other important producing or marketing areas, in order that action taken here may not so encourage production abroad as to curtail part or all of our own export shipments.

ANTI-TRUST LAWS

POSITIONS taken through referendum five years ago with respect to anti-trust laws are reaffirmed. There should be such modification of the anti-trust laws as would make clear the legality of agreements increasing the possibilities of keeping production in proper relation to consumption, with protection of the public interest at all times through Government supervision of such agreements. There should likewise be opportunity for business concerns desiring to combine to ascertain from a suitable Government authority whether there will be violation of the anti-trust laws.

The circumstances of the natural-resource industries warrant special treatment for them. A tribunal of officials of the Federal Government familiar with these industries should be authorized to permit agreements in curtailment of production during continuance of a condition of over-production found by the

tribunal to be injurious to the public interest.

CAPITAL GAINS AND LOSSES

THE present law which taxes capital gains at prevailing income tax rates, while limiting the right to deduct losses, is both on its face and in application unfair and inequitable. The economic effects are emphasized by the present high tax rates on gains which discourage sales of capital assets, thus creating an artificial and unwholesome situation, with losses in tax revenues.

In principle, both capital gains and losses should be ignored for income tax purposes. If such gains, with adequate allowances for losses, are recognized in the income tax law, they should be treated differently from other income. The tax rate applicable to the gains and the recognition accorded losses should be such as will not unduly deter transactions in capital assets.

CORPORATE SURTAX

THERE is a growing accumulation of evidence that the tax on undistributed corporate earnings in its actual operation produces unevenness in taxation, restricts normal business development, limits the growth of small enterprises, and retards increase in employment.

If this tax is to be retained, Congress should at once give consideration to alleviating some of the outstanding hardships and inequities which are apparent. Alleviating measures should include allowances not now permissible for losses and reasonable reserves actually established to the end that taxable income and true income may correspond more closely; allowance for reasonable amounts actually expended for improvements and necessary expansion; amounts set aside to meet contractual obligations or restore depleted capital, and provisions to carry losses forward a reasonable number of years.

EMPLOYEE-EMPLOYER RELATIONS

FOR concern of employers for the welfare of their employees, and concern by employees for the welfare of their employers, there can be no substitute. Neither measures nor policies which ignore this essential fact can bring the benefits to those who are directly engaged in productive enterprises and to the public that should accrue from employment in useful work in all of its forms.

To assure maintenance of public order all persons—employers, employees or others—should be equally and immediately amenable to the laws existing in all States against breaches of the public peace.

The laws of the States should be extended to include provisions directed specifically against concerted action, whether or not accompanied by disorder, directed by individuals, groups, or organizations to bring any degree of coercion through economic channels upon the public or upon public authorities—legislative, executive, or judicial.

Inasmuch as corporations are not permitted to make political contributions, it should be in order that employees' organizations be similarly restricted.

Protection of personal rights should be maintained against all unlawful interference.

Every form of coercion and intimidation should be outlawed in order that each person may be safeguarded in his decisions with whom, if anyone, he will associate, in lawful ways and for lawful purposes, in connection with his occupation or business and in all other connections.

The right to picketing should be limited to giving information and should not be permitted to include any actions that will cause reasonable apprehension in the mind of any person that there will be injury to himself, or any members of his family, personally, or with respect to property, business, or employment.

With regard to public utilities, employers and employees should be held amenable to an orderly procedure for settlement of all employment disputes through arbitration.

Strikes and lockouts should be placed beyond any possibility of occurrence in the relations of the Government—Federal, State and local—and its employees.

As the public, wage earners, and legitimate labor organizations are all affected by, and should be protected against, irresponsible action in labor controversies, both organizations of employees and organizations of employers, negotiating labor agreements, should be publicly registered.

It should be recognized that unfair labor practices by employees' organizations are possible and may be as productive of labor strife as the acts of employers now prohibited by the Wagner Act. The administration, therefore, of laws should recognize this fact and rulings should be governed thereby.

The board of directors should immediately make provision for presentation of the desirability of amendments to the National Labor Relations Act which will safeguard and protect the interests of employees, employers, and the public by defining labor practices which are unlawful when engaged in by employees, employers, or other persons. Legislation should also be urged that will establish responsibility for the acts of labor organizations.

EMPLOYMENT

ESTIMATES of unemployment on a national basis are necessarily inaccurate and lend themselves to exaggerations. Experience with attempts to obtain accurate figures on unemployment through census methods has been disappointing. It is therefore urged that immediate emphasis be placed upon employment where emphasis belongs.

Employment is necessarily a local matter, with many local variations, seasonal and otherwise. It is now clear that employment has progressed to a point where private enterprise will require workers now on work-relief projects as they can be trained in accordance with their abilities. Work-relief as provided by the Federal Government should be brought to a close through those gradual steps which should always be taken when adjustments are to be made upon a considerable scale, and there should be expansion of facilities in the States and communities for young people, and for workers desiring to increase their skill, to obtain training that will fit them for employments through which they can increase their standards of living in accordance with their own capacities and diligence.

EMPLOYMENT EXCHANGES

EFFICIENTLY operated employment exchanges perform a valid and useful economic function.

Operation of free employment agencies is a proper function for State and municipal governments. To aid in coordinating the placement activities of State and local agencies, and to provide them with suitable facilities for interstate clearance of information on employment opportunities, the employment service of the United States Department of Labor should continue to be provided with adequate funds and competent personnel.

Organizations of business men should interest themselves in establishing privately administered free employment services to supplement the activities of public agencies.

Commercial fee-charging employment exchanges should be appropriately regulated in all States.

FARM TENANCY

EFFORTS for the improvement of the economic and social conditions of farm tenants and for checking the growth of farm tenancy in the United States are approved in principle. Because of the number and variety of the problems involved the resources of Federal and State governments, together with those of interested local agencies, should be applied to their solution. In any plans for facilitating the transition from tenancy to farm ownership provisions should be made to the largest practicable degree for the most careful selection of applicants, for the greatest exercise of individual initiative, and for local financial participation in the execution of such plans. In order to achieve these ends, a loan system should be adopted whereby the Federal Government would guarantee a liberal percentage of the loans to be made by local private institutions.

FEDERAL EXPENDITURES AND INDEBTEDNESS

NOTWITHSTANDING greatly augmented revenues, now the highest in peace-time history, the annual budget deficits have not decreased proportionately because expenditures have steadily increased. The deficit recedes with disappointing slowness. Unless expenditures are materially curtailed, any revenue program designed to obtain an early balance of the budget will fail of its purpose. The upward trend of expenditures should be reversed in order to end deficit financing, obtain order in the fiscal affairs of the Government, protect the holders of its securities, and lessen the dangers from undue expansion of credit.

In view of the improved business situation, with the greatly enlarged opportunities for employment, the recovery and relief activities of the Government, including work-relief and all others which compete with private enterprise, should now be rapidly diminished and expenditures placed on a more normal level which can be supported by a reasonable tax structure.

A rigorous control of appropriations by the Congress and of expenditures by the Administration would permit an early balance of the budget, including requirements for the debt sinking fund, without additional taxation, and such a balance should be sought for the next fiscal year. Retirement of the unprecedented debt should thereafter proceed at an accelerating rate.

Every business man, every organization of business men, and every community should throw their influence to obtain a reduction in Federal expenditures and should refrain from requests for new expenditures for any purpose.

FEDERAL REGULATION OF TRANSPORTATION

ALL interstate transportation for hire is affected with a public interest, and fairness to shippers as well as to competing carriers requires that all forms of such transportation should be under appropriate regulation confined to assurance of fair rates, adequate service and public safety, but avoiding interference with functions of management. All such regulation should be under the Interstate Commerce Commission, with separate divisions to deal with different forms of transportation. In any reorganization of Government agencies the Interstate Commerce Commission should remain an independent body, reporting directly to Congress.

All common carriers should be required to obtain certificates of public convenience and necessity and all contract carriers permits to operate. Operators of one form of transportation should not be barred by law from operating other forms when properly qualified by obtaining certificates or permits as required for other applicants. The Commission in fixing just and reasonable rates should be required to preserve the inherent advantages of each form of transportation and to consider effects on traffic movement, provision of efficient service at lowest consistent cost, and average return adequate in normal times to permit reasonable debt reduction and accumulation of proper reserves to assure stability.

The Commission should be relieved of its duty to maintain a comprehensive plan of railroad consolidation. Consolidation through voluntary action of railroad companies should be encouraged. Consolidation or joint use of terminals and pooling of equipment and services should be developed through cooperation.

Simplification of rates should be worked out by transportation companies in cooperation with shippers and with the assistance of the Commission. Greater flexibility should be secured through due recognition of competitive and market conditions as well as distance or cost of service. Provision should be made for greater expedition of rate cases and reparation claims.

The undistributed profits tax should be made inapplicable to transportation enterprises regulated as to rates and charges and needing to reinvest substantial parts of their earnings in modernizing plant and equipment and to reduce indebtedness.

FLOOD CONTROL

THE policies incorporated in the Flood Control Act of 1936 should be maintained. These policies call for leadership on the part of the Federal Government in undertaking a progressive program of

flood control in cooperation with the States. In view of the extent in some instances of the burden upon State and local governments in meeting their part of the costs, there should be some alterations in the law to cause the costs borne by States and their sub-divisions to accord more nearly with the local benefits to be expected. The administrative policy of the present law should be preserved, utilizing the War Department to prosecute the necessary works and the Department of Agriculture to carry on research relating to run-off and soil erosion. In view of the close relation of navigation improvements to flood-control works, the War Department through the Corps of Army Engineers is the logical Federal agency to plan and execute the flood-control projects. Appropriations should be made under the Flood Control Act of 1936 to permit the flood-control work to go forward with all appropriate expedition.

GOVERNMENT CONTRACTS

THE Federal Government should return to its long established policy of competitive bidding in its purchases of manufactured goods with only such restrictions on purchases made from private enterprises as may be necessary to assure faithful performance of contracts. Experience under the present Public Contract Act has demonstrated the impracticability and impropriety of this form of Federal regulation of working conditions. Pending proposals for extension of this statute, both as to the enterprises affected and as to the working conditions to be regulated, would increase rather than lessen the objectionable features of legislation of this character.

GOVERNMENT REORGANIZATION

REORGANIZATION of the executive branch of the Federal Government can effect important economies and improve the efficiency of Federal agencies. Proposals for reorganization, extending to all departments, bureaus, and independent commissions, raise questions of much importance to the fields of business. The board of directors may very appropriately appoint a special committee on Government reorganization, to consider the principles which should be followed and analyze concrete measures which may be brought forward.

The Chamber's continuous interest in the facilities and functions of the Department of Commerce makes it appropriate that such a committee should make special provision for attention both to the services provided for industry and commerce and to the function of the Department in furnishing leadership upon behalf of industry and commerce when questions relating to them are under consideration in the Government. In connection with proposals for reorganization, there should be consideration of all functions and duties of the Department of Commerce which should be kept, expanded, or changed.

HIGHWAY POLICIES

THE committee report on highway policies before the annual meeting is a timely restatement of earlier declarations, with some expansion in recognition of new conditions. The public welfare requires a nation-wide system of highways adequately improved and maintained. Highway programs should be based on comprehensive surveys, economic benefits of each highway, and proper relationship to the whole public budget, States being responsible for highways of general use, and lesser political units primarily responsible for those of local use. Federal aid should be applied only to highways of general use, and should be matched by State funds, with suitable exceptions in States containing large areas of Federal land.

Programs for highways of general use should be financed as far as possible by highway users through special taxes or fees, none of the proceeds of which should be diverted from highway uses. Through routes within municipalities should receive reasonable allotments of user revenues. Programs for local roads and streets should be financed from general revenues or property assessments, augmented by a share of user revenues proportional to use. Private passenger automobiles should pay a registration fee and gasoline tax, buses a special mileage tax based on seating capacity, and trucks a special tax reflecting demand upon highways. The gasoline tax, kept below levels encouraging evasion, should be levied only

by States. Bond issues should not be employed for highways of general use unless an adequate program is impossible from current highway revenues, and should in general be avoided for local roads.

Safety, not only through suitable highway construction, reconstruction and maintenance, but also through protective devices, adequate administration, law enforcement and education of highway users, should be a prime requirement in all highway programs. There should be a continuous program of grade-crossing elimination, assessments against railroads recognizing the growth of highway use and relatively small benefits to the railroads under present conditions. The same considerations should determine the allocation of costs of grade-crossing protection.

INCOME TAX CONVENTION WITH CANADA

ON Dec. 30, 1936, a convention between Canada and the United States was signed for reciprocal concessions with respect to tax levied by one upon income derived from a source within its borders by a resident of the other. This action is in accordance with provisions advocated by the Chamber for reduction of double taxation, and in promotion of good relations between the two countries. The convention should be ratified.

INTERSTATE TRADE BARRIERS

IN order that every part of the country may have its greatest opportunity to have the fullest possible access to all parts of the domestic markets in the United States. Preference established by law, discriminations against business concerns, corporate or otherwise, of other States, and movements to discriminate against products from a distance, should have no place in the United States, and are inevitably harmful locally as well as to other parts of the country. Business men should seek to have the laws of their States conform to the principle that no discriminatory impediment should be placed upon the normal and legitimate methods of merchandising within their borders the products of other States.

PLANNING AND EXECUTING PUBLIC WORKS

THE advance planning of public works has long been deemed a necessity as a public guarantee of efficient progress in providing for public needs and as a stabilizing influence on employment. The planning of public works, national, State and local, should be coordinated, and the planning and policy developing units should be composed of the administrative heads of those government agencies having the greatest experience in the planning of the various types of public works, supplemented by outstanding representatives of planning, design and construction from private industry chosen on the basis of merit and accomplishment. In the execution of works so planned full use should be made of the trained and experienced personnel of those agencies of the Government heretofore having demonstrated capacity to handle the various programs efficiently and economically, and the well proved plan of protecting the public interest as to cost and quality by the awarding of all work on a competitive contract basis to responsible contractors should be adhered to.

PRICE-MAKING METHODS

PROPOSALS for legislation which would attempt to deal with methods used by manufacturers and merchants in reaching their selling prices, by forbidding selling at delivered prices, have been carefully examined. Such a prohibition would restrict the sources of supply available to buyers, restrict competition in other ways, tend to raise prices, and restrict markets for sellers. Any attempt, through legislation or otherwise, to prohibit selling at delivered prices should be opposed.

RETAIL MERCHANDISING

IN its legitimate forms and methods, retail merchandising should be free from unjust and discriminatory laws, local, State and Federal. We condemn any such unjust and discriminatory laws, and recommend to business men's organizations in all the States that they oppose all proposals for legislation which would contravene these principles.

ROBINSON-PATMAN ACT

THE Robinson-Patman Act amplifies the earlier provisions of the Clayton Act with respect to differences made by sellers of merchandise in commerce. The drafting of any statute undertaking to establish criteria in so many fields and under so many diverse circumstances has left such uncertainties that sellers in every field are entitled to have the applications of the statute made plain. The Federal Trade Commission has initiated a series of exploratory cases, through which it is hoped the numerous provisions of the law will be judicially interpreted.

While this process is going forward, manufacturers and merchants should be free from the menace of treble-damages, and there should be no further attempts to enact other legislation of this type. We accordingly believe that Congress should take action to permit the remedies of three-fold damages at private suit to be available only as to those practices which are used after they have been found by the Commission, with concurrence from the courts, to come within the prohibitions of the law. We believe also that enactment of additional Federal or State legislation respecting price differences should be postponed until the practical applications of the Robinson-Patman Act have been worked out, by the Commission and the Courts, and uncertainties which now exist have been replaced by definite standards that all can be expected to understand and follow.

SERVICE TO EXPORTERS

REVIVAL of international trade, the negotiation of reciprocal trade agreements, and international efforts for currency stabilization and for removal of foreign exchange restrictions make highly important the maintenance by our Government of an accurate and prompt information service to foreign traders. We urge therefore that the Department of Commerce, Department of State, Department of Agriculture and other agencies concerned with foreign trade survey the present fact-finding and fact-distributing machinery serving foreign traders with the end in view of speeding up that service, directing it along lines as practical as possible, and utilizing to the fullest extent the Bureau of Foreign and Domestic Commerce and its district and cooperative offices for the distribution of information in the United States.

SOCIAL SECURITY ACT

VOLUNTARY measures for giving to workers greater security in their old age and against the hazards of unemployment have been previously advocated by the Chamber as being advantageous both to employers and employees and in the public interest. The Social Security Act is a Federal legislative enactment for such purposes. In the present Act, however, are provisions which, if left unchanged, would jeopardize the accomplishment of its purposes.

If legislation is to continue to be used for providing pensions to aged workers upon retirement from employment, the operation of a compulsory, contributory, old-age benefit plan for employees of industry and commerce offers a means for obtaining general and uniform application. Consideration of extension of the present system to other classes of workers should await the working out of successful administrative procedures and correction of defects in the financial structure of the system.

In the Federal old-age benefit plan there should be avoided any appearance of dependence upon actuarial reserves for the reason that such a procedure is inconsistent with Government operation of such a benefit system. Sums currently collected in taxes beyond the amounts currently disbursed for benefits should be regarded as liabilities and should be clearly shown as such in the published statements of the Government's financial position.

To avoid accumulation of a reserve fund inconsistent with Government operation, there should be prompt amendment of the law to retain the special taxes on employers and employees at the initial rates of one per cent each for at least ten years. Subsequently tax rates should be so adjusted as to place the plan substantially on a pay-as-you-go basis, with suitable provisions for a moderate contingency reserve to offset fluctuations in current tax receipts.

The proper purpose of Government-operated pension measures is to enable workers upon reaching retirement to avoid dependence upon public relief. This purpose should be maintained, and there should be reliance upon private plans and individual savings for any supplementary income for retired workers. All payments made by employers and employees in the form of contributions to private employee-benefit plans, and all benefit payments to recipients should be free from taxation—Federal and State—in order that all money intended for the benefit of workers will be devoted to that purpose exclusively.

The Federal unemployment compensation tax imposed upon employers' payrolls extends beyond the compensation of those classes of employees who by reason of the scale of their wages presumably would be in need of assistance in the event of intermittent unemployment. The basis of this tax should be made the same as the basis for the other Federal payroll tax—i.e., earnings up to \$3,000 a year for any employee.

State unemployment compensation laws contemplated by the Federal provisions as to unemployment should contain provisions for differential tax rates to provide an inducement for enterprises and industries to maintain the highest practicable degree of stability of employment.

Contributions by employees covered by Federal and State plans for old-age benefits and unemployment benefits should always be required.

SUPERVISORY POWERS

ALL statutes, State or Federal, dealing with the supervision or regulation of financial institutions and similar fields of business should define the powers given to the supervisory authority. Where blanket powers are conferred by statute they are later elaborated in rules and regulations by the supervisory body, not subject to the review of the legislature conferring the powers. In effect, such rules and regulations become law. Legislation should not occur by regulations, but by statute.

All such legislation should be specific about the place where management's responsibility ends and the supervisor's begins. In the absence of such limitations there usually is a tendency for persons in official positions to seek for themselves final and irrevocable authority. Such tendencies are unfortunate inasmuch as they place too much reliance upon making financial institutions safe and sound by the mere enactment and enforcement of laws. Public supervision protects the public best by consistency and fairness, and by adherence to clear outlines of activity which the people's representatives themselves approve.

SUPREME COURT

ON earlier occasions when proposals have been made with respect to the membership and jurisdiction of the United States Supreme Court, the Chamber has declared its position in unmistakable terms. Questions of critical importance have again been raised and occupy the attention of the whole country. It is, therefore, most appropriate for us to restate as applicable to these current conditions the positions which the Chamber has consistently maintained regardless of the source of proposals.

Experience has demonstrated that ours is the best form of government yet devised for a free people. The three departments of government—legislative, executive, judicial—each has its separate functions. There should be no encroachment by any one department upon the functions of either of the others. The judicial department must remain free and independent, without any degree of effort on the part of either the legislative department or the executive department to affect the exercise of judicial functions.

We therefore oppose every measure which has as its purpose influence from the legislative or executive departments upon the decisions which the Supreme Court will render, in whatever terms such measures are couched, whether in relation to the number of members of the Supreme Court or otherwise. Neither the legislative will nor executive direction should in any degree replace judicial independence in the discharge of judicial duties. For like reasons, we oppose any effort by other branches of the Government to minimize the power, or diminish

the jurisdiction, or limit the method of decision of the Supreme Court.

TRADE RELATIONS

THE principle of the trade practice conference procedure of the Federal Trade Commission is endorsed as a useful and proper means of promoting better standards of business and the elimination of unfair competitive practices. There should be a full examination of the possibilities of the trade practice conference procedure by each industry desirous of raising the level of its competitive standards, in order that it may properly evaluate the benefits which this method offers under the conditions confronting the industry involved.

VALUED POLICY LAWS

VALUED policy laws, which make the full amount of the face of a fire insurance policy the legal measure of damages in the event of loss rather than the actual loss sustained, are unnecessary and of no benefit to claimants. They contravene the basic theory that the fire insurance contract is one of indemnity only; furnish temptation to arson for profit, and aggravate the already excessive fire waste, with consequent endangering of human lives. Valued policy laws have been repeatedly condemned by public officials and legislative investigating committees as contrary to public policy. Such laws are opposed, and where they now exist they should be repealed.

WORKMEN'S COMPENSATION LAWS

WORKMEN'S compensation laws were designed to replace liability due to negligence with liability regardless of fault. Particularly in recent years, workmen's compensation has been extended to private benefits that belong in the field of health, accident, old-age, and even unemployment insurance. Amendments made in such laws and administrative rulings have gradually in many instances made benefits unduly high in relation to wages. Inclusion of occupational diseases has likewise increased costs. Legislative proposals in the States should be opposed by business men and their organizations whenever such proposals would cause workmen's compensation laws to be utilized for purposes other than those important purposes for which this type of legislation has been enacted.

OTHER SUBJECTS

MANY other subjects held to be "of undoubted importance" were before the resolutions committee. Respecting some of these, representatives of member organizations appeared and presented their views. With regard to each, however, the committee found grounds for "hesitating to recommend action at this time" and accordingly recommended that these subjects should be referred by the annual meeting to the board of directors, "in order that in each case such further provision as may be appropriate may be made for examination and study, to bring out any reasons for action which should be taken at a later time."

These other subjects on which no action was taken include corn utilization research, crop insurance, control of agricultural production, tariff determinations in relation to domestic agricultural production, Alaskan air mail, aliens in the United States, Americanization, cable rates, child labor amendment, export trade statistics, Government competition, grain elevators, home census, home ownership, Lake Michigan and St. Lawrence seaway, loans for industrial construction, railroad rates, sanitary agreement with Argentina, excise taxes on imports, excise taxes on automobiles, international preferential tariffs, western development program, and the Chamber's Referendums No. 58 and No. 60.

With regard to Government competition, the committee handling this subject was urged to give it further "special study."

On the subject of railroad rates, it was pointed out that the problem "of the long-and-short-haul clause is already before the membership for a referendum vote."

Kent B. Stiles Signing Off—

(Continued from page 6)

saved. . . . So were we, but undoubtedly for a different reason.

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June, 1920. Chicago. Organizing the Shippers' Warehousing and Distributing Association, predecessor of the now-defunct National Distributors' Association—which became defunct for reasons which we won't reveal. . . . Some warehousemen objected to traffic managers forming an association. We still think they were unduly alarmed—and that they overlooked a good business bet when they opposed the movement.

December. Organization of the National Furniture Warehousemen's Association, at Mackinac. Singing the old favorites with the gang on the Grand Hotel's porch in the moonlight. All night poker sessions with Dan Bray, Bill Ford, Jeff Perky, Ben Hurwitz, Bill Leet, Doc French. . . . The boys have grown older now and have turned to bridge. . . . At Mackinac also, the lure of roulette. Quitting the island, because of that lure, with only \$18 left in our jeans—with all our expenses to pay to a C. W. C. convention in Minneapolis and the trip back to New York ahead. . . . And waking up penniless in Minneapolis because Bill Ford had deftly picked our pocket en route.

The C. W. C. convention at San Antonio. . . . Our first public speech—with hands and knees so pathetically aquiver that Hebe Page yelled "Better sit down, Kent, before you fall down!", which was good advice. . . . Ten conventioners hiring a one-horse rig, two trying to ride the horse, four trying to ride the wheels—and dismissing the contraption around the next corner, to the tune of the native driver's sincere profanity. After a full day of mescal and tequila absorbed hither and yon. . . . Those are synonyms for Mexican dynamite and TNT, if you get what we mean.

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To Washington in 1922 to interest Herbert Hoover, then Secretary of Commerce, in standardizing the warehouse receipt. Presenting him with a display of four hundred such documents, no two alike in size or color or text. . . . That was our newspaper man's vision. Mr. Hoover had the vision, too—(perhaps more than he was to have a decade later)—and in ensuing months the warehouse receipt was standardized. . . . There was a *DandW* accomplishment—conceived and fostered by this ex-editor—and we refuse to let anyone take credit from us for doing it. It's the one thing we're most proud of, editorially, during our regime with *DandW*.

July. Another N.F.W.A. convention at Mackinac. . . . Learning to play golf. Or trying to learn. Watching Tom Jackson's efforts to get out of a sandtrap.

On to Denver meeting of C.W.C. . . . Coming down Pike's Peak with Fred Kedney and George Rhame solicitously holding the auto door open for us so we could jump if the car started to topple into a canyon.

January, 1923. The N.F.W.A.'s New York convention. . . . Staying up all night editing a daily newspaper and having it printed in time to be shoved under delegates' doors at the Pennsylvania Hotel before breakfast.

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July. To St. Paul with Frank Jones in advance of the C.W.C. convention. . . . Meeting Elizabeth Forman, a local newspaper society editor, on Sunday the 15th. Love at first sight. . . . And, if we may wax sentimental, forever.

November. The Canadian S&TA convention in Montreal. . . . John Baillargeon's super-famous wine cellar, where you drew your own, anything at all, out of taps.

Charlevoix meeting of N.F.W.A. in July of 1924. . . . Hotel a half-block from the R.R. station. But the boys didn't know that, and taxi racketeers cleaned up. . . .

First true enjoyment on a golf course—it was covered with wild strawberries.

1926. *DandW*'s inauguration of the Family Album series of personality sketches—with Charley Morris deservedly as the first subject.

In 1928, the beginning of another movement originally suggested by *DandW*—the compiling, by the Government, of monthly merchandise warehousing occupancy figures.

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January, 1929. Marriage to Elizabeth Forman, and no regrets since. A honeymoon with the N.F.W.A. gang across the country to Del Monte, Calif. . . . Charley Morris hanging a "Don't disturb!" sign on our state-room door. . . . Our bride's famous Panama Punch party en route. . . . Missing the San Francisco side trip because she wanted to go on to Los Angeles and we were reluctant about being separated from her. . . . Golden hours.

June. Regina convention of Canadian association. . . . On to Lake Louise, God's garden spot, and across to Vancouver, Seattle, Portland. . . . Gathering information on which to base a series of articles pointing out the menace, to warehousing, of growing motor freight line terminal competition. Being spoofed at, by some, as an alarmist. But sticking to our guns—knowing we were right. We think time has proven we were.

1932. January. Mayflower Warehousemen's Association organized at Cleveland. Being criticized because we gave Mayflower editorial mention. . . . But we had to, you see. It was *news*. Again, time has proven we were right.

Covering (reporting, to you) Ex Parte 104, Part VI. Trying to do it informatively on the theory that this was one of the truly big stories in warehousing's history. . . . It still is.

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Code days. Attending the Merchandise Warehousing Trade Code Authority's first meeting, in St. Louis—another big story. A handful of serious men headed by Dick Adams and elected to do an almost impossible job. . . . A time for prayer, that, in a national emergency. The little group met the test splendidly in the face of many obstacles. . . . NRA's weakness, insofar as operation of warehousing's codes was concerned, was surely not in the trade's own personnel but in the absence of Federal machinery for enforcement.

And the N.F.W.A.'s long fight to induce Washington to give household goods warehousing a code of its own, independent of trucking's. . . . A courageous battle led by the far-seeing Marty Kennelly. And a victory, well-earned, at the end.

We're getting toward the present. Jim Keenan's 75th birthday party on March 4, 1936. We had to miss that one, which was our loss. . . . September. *DandW* becomes modernized, praise be, by dropping its front-cover Eagle after having adorned said cover with colors to displace the muddy brown which had graced (?) it continuously from a date prior to the beginning of our way back when.

December, 1936. The *DandW* shippers' conference at the Astor in New York. Broken attendance-promises by scores of shippers who had said they would be there. Yet as a pioneering effort it was a success. . . . It still is a sound idea—but that's Gene Spooner's headache from now on.

And at last June 1, 1937. . . . We become an ex-editor and tell you

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Forgive us our personal references. We arise to a point of order, as we depart, and maintain we have the right to reminisce a bit. This is our last L.C.L., and Gene told us to go ahead and write what we pleased. . . . As *Two Bits* would have told you, there is no law compelling you to read all this.

And speaking of *Two Bits*—that was started in July of 1920. Early after joining *DandW* we did some getting-acquainted traveling and were no end chagrined to find back copies of *DandW* still in their original wrappings on executives' desks. . . . So we decided that what was needed was something specific to make the boys want to take the wrappers off.

Hence *Two Bits*, which was a lot of sport writing and harmed no one. Across the intervening years there were 130 brave editions, that senseless "magazine" winding up this past February as No. 10 of Vol. XI. . . . Some day we're going to select the best (if any) out of *Two Bits* and try it on a book publisher. You never can tell. . . . So, with *Two Bits* terminated, those grand lady detective moths, Biselliella, Pellionella and Tapetzella—adventurous descendants of Pupaquassia, Divine Goddess of All the Moth Family—also bid you

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The fellows who passed on—men whom we knew intimately and who, we think, liked us. Men who were prominent in association work and others who played minor roles therein but were none the less lovable.

. . . Across the eighteen years they included—chronologically in the order of their departure—Tom Skellet, D. R. Benedict, Jeff Perky, Edward T. Jenkins, George S. Lovejoy, Charles A. Hall, Jacob S. Wagner, Earl Iredale, Frank Scobey, Edwin Morton, Bob Weicker, Bob Spencer, George Turner, Judson M. Davis, Frank R. Palmateer, William R. Palmer, Ed Lee, Fred Long, Wil H. Douglas, Walter Reid, W. L. Hinds, Bill Eldredge, Pleasey Mills, Clarence A. Moore, William E. Hague, Lou David, A. H. Greeley, Tom Leonard, Tom Murray, John L. Nichols, Arthur J. Morgan, Walter Eyres, Steve Tooker, Philip Godley, Sam Fleming, John Neeser, Burnside Smith, A. C. Weicker, Ban Langan, Bill Hoag, A. C. Pouch, George Rutherford, Harry Hall, Harvey C. Miller, Clint Hollady, Tom Morton, Clarence Neal, J. P. Woodworth, Paul O'Dea, Lonnie Riddell, W. Clive Crosby, Denny Shanahan, John Stahl, Fred Johnston. . . . With some we adventured after the day's business sessions at conventions. . . . Their fine characters loom large in recollection as we say—as they one by one have said—

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What of the future? An ex-editor's isn't important—to warehousing. But *DandW*'s is—to warehousing.

Every industry—iron and steel, hardware, boot and shoe, drygoods, jewelry, automotive, confectionery, radio, insurance, (and philately)—has its business

journals (which have long since outgrown the swaddling-clothes title "trade paper"). It is not exaggeration to say that any line of business is no stronger than its business papers. . . . The business journal is an industry's meeting place, the clearing house for ideas, the fountain-head of education, the key which unlocks the door to essential knowledge. . . . An intelligent business journal deserves the support of the business interests to which it dedicates itself—and we think *DandW* has been intelligent and will continue to be so. . . . An industry weakens itself when it does not cooperate with its own business journals so that they become living, vital, integral parts of itself.

Mull that over a bit. Warehousing as an industry is entitled to just such a nationally known business journal—one alert to warehousing's aims and purposes and ambitions, constantly ready to service its trade and eager to help fight the trade's battles.

So, departing, we counsel your earnest backing of the things *DandW* is accomplishing in your behalf. *DandW* is significantly a cog in the complex machinery of American distribution. Shippers today, because of *DandW* and its work, are the more appreciative of the economies of warehousing. . . . You'll find *DandW* on sales and traffic managers' desks everywhere—and not with the wrappers on, either, but opened for reading. . . . And being read by them. *DandW* files contain letters which prove that.

A word for Gene Spooner, a sketch of whom appears on this month's page 5. . . . Give unstintingly when he asks. "You get out of a trade association exactly what you put into it." So it is with a business journal, and when Gene approaches you for facts—come through. He is sincere and he knows how to keep confidences—necessary qualifications for a business journal's editor. He's friendly and you'll like him. . . . Assist the new editor as you have aided the now-ex-editor and *DandW* will be more valuable and more interesting. That will benefit warehousing.

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It is difficult to say goodbye to this job we've held down, but the really poignant part of quitting is having to say farewell to the fellows we've met and learned to love and respect. . . . There isn't a friendlier industry existing, than warehousing. Warehousemen are a great gang of fellows to pal with. . . . Through the years to come we are going to cherish our memories of them and of their words and acts and help.

We'd like to have the time to write individual letters to them all. But that being impossible, we'll sign off in the newspaper man's way of doing it. . . . Simply

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Associated Traffic Clubs Convene in New York

THE semi-annual convention of the Associated Traffic Clubs of America, held at the Commodore Hotel, New York, April 20 and 21, broke all records in respect to attendance and member clubs represented. Registration was 1,135 and sixty-three of the ninety-four member clubs and sixteen non-member units were represented. The attendance at the banquet was approximately 2,000.

Ralph Budd, president of the Burlington Lines, spoke on "Some Problems Common to Railways and Shippers." Mr. Budd presented figures to show the decline in rail tonnage and passenger traffic due to the motor truck and other competitive agencies. The guest speaker at the banquet was Merle Thorpe, editor of *Nation's Business*. The theme of Mr. Thorpe's address, the subject

of which was "Trail Blazers and Track Layers," was the danger the United States faced of sinking to the level of "the other government-ridden countries of the world" and the adverse effect of such domination on individual enterprise.

U. E. McFarland, general traffic manager of the Owens-Illinois Glass Co.; Charles Vayo, general traffic manager of the Eastman Kodak Co.; C. H. Rolf, traffic manager of E. G. Budd Manufacturing Co.; M. S. Denny, of the Denny Motor Transfer Co.; and H. A. Cushing, vice-president of the American-Hawaiian Steamship Co., were elected directors.

The annual meeting will be held Oct. 12 and 13 at St. Louis, Mo.

MOTOR TRANSPOR

Trucking Future Not Yet Visioned

U. S. Chamber of Commerce Hears Enough Freight Is Moved to Give Each Transportation Agency Its Just Proportion of Business

ROBERT K. CARTER, president of Carter Brothers, Richmond, Va., trucker, keynoted the future of trucking, in an address at the 25th annual meeting of the United States Chamber of Commerce, held in Washington the latter part of April. "With reasonable regulation, reasonable taxation and uniformity of laws," he stated, "the trucking industry will continue to serve the business of America and the people of America to an extent which we cannot yet visualize. The industry will accept more and wider opportunities for service than we have yet witnessed."

Industrial chiefs troubled with the question whether intense competition, governmental dictation, and inter-company mergers might not impair, if not destroy, a medium of shipping, were told by Mr. Carter:

"There is enough freight to be moved in this country, and of sufficient variety in nature, bulk and distance to be transported, for each agency of transportation to have its just proportion. Each form of transportation renders a different type of service—whether by rail, by water, or by truck. The service the trucks render the shipper is adapted to the needs of certain businesses and certain commodities because it is faster and more flexible than any other form of freight transportation.

"Because of the active need for this fast and flexible form of transportation on the part of business, and because of the desire and willingness of the truck

operator to render such service, I know that the future of the trucking industry will be one of greater economic value to this country."

Coordination Needed

Coordination of trucking with other forms of transportation is essential if this medium is to survive, the speaker warned. Evidence that this is possible was cited by relating that, for the first time in history, rail rate experts, boat rate experts and truck rate experts "are sitting down together and trying to work out ways and means by which they can all stay in business, each earn a proper return and, above all, afford economical service to the public. We may

take it for granted, therefore, that with the rails, the boats, the motor carriers, and the Interstate Commerce Commission all striving for coordination, it may, and probably will, soon become an accomplished fact."

Uniformity of rates published through tariff bureaus, and making the shipper punishable for reductions and rebates, have driven the chiseler out of business, he reported; no longer is there any business to be had by cutting rates. Admitting the rate structures are not perfect, he reminded they mark a step in the right direction, and ultimately will attain a large degree of perfection.

Carter spoke in terms of general approval of federal regula-

FROM DETROIT TO LOS ANGELES



P. A. Faulkner and M. N. Hamilton, officials of Leonard Warehouses, Detroit agents of Aero-Mayflower Transit Co., issued the final orders to the drivers of these two vans before they left on a continuous run from Detroit to Los Angeles with transfer of loads eliminated.

R TATION

Department Conducted by

F. EUGENE SPOONER

tion, but warned the requirements for self-insurance must be liberalized. As now drafted, it is almost impossible for a trucker to qualify as a self-insurer; yet, casualty companies are willing to give only limited coverage. The result may be to force many companies out of business, he feared.

State legislation—regulatory and tax—present grave problems, Carter declared, for the reason that many of the bills introduced are obviously designed to curtail highway transportation. He expressed hope that the Interstate Commerce Commission may eventually take exclusive jurisdiction over the size and weight of interstate vehicles in order that state lines will cease to be barriers.

"Until some method of arriving at uniformity in taxation and uniformity in reciprocity has been devised, highway transportation moving in interstate commerce must of necessity continue to bear the burden caused by the lack of uniformity," the speaker declared.

Public interest is defeated by the Pettengill bill, repealing the long-and-short-haul provision of the I.C.C. act, Carter warned.

Truck Consolidations

Of the growing trend toward truck consolidations, the trucking official had this to say:

"Much criticism of the Federal Motor Carrier Act is heard because some small, though thoroughly responsible, operators are selling their rights to the larger lines which are better equipped to render service and to perform the duties of freight carriers. If this continues, it will mean that the trucking industry will become more and more concentrated in the hands of able business men, and that the independent truck companies will become parts of various systems. The tendency would appear to be in this direction—for good or for bad. It is too early yet to say what these results will be. It may be but a feature of the development of the industry, to be accepted as such. Or—it may

really be confiscation through regulation. Again, the outcome of this is in the hands of the Interstate Commerce Commission, the men who must regulate this widely scattered industry, composed at present of hundreds of independents operating fleets of trucks of varying sizes."

Relief to Texas Private Truck Operators Vetoed

GOVERNOR JAMES V. ALLRED has vetoed the bill passed by the legislature which would have given relief to private commercial truck operators who were classed as common carriers by a recent decision of the State Supreme Court in the New Way Lumber Co. case. In giving his reasons for vetoing the bill, the governor said he recognized that there probably was a public demand and need for legislation clearly to define the right of merchants and shippers to transport their property in good faith over

New Racket

A NEW racket in Kansas has been discovered and it has been costing the millers thousands of dollars because of short-weight on grain shipments by truck.

Tractor-trailer trucks are used for long grain hauls and since the vehicle is too long for the ordinary scale, the millers have adopted the practice of weighing the front-wheel half and then the rear-wheel half, adding the two together.

Now the cheaters have built a hydraulic jack into the body of the trailer about 5 ft. from the hooking on point. When the weighing is under way the driver reaches into the glove box on the dash and pulls a small lever, watching at the same time a pressure gauge nearby. Thus the load is thrown off center and the weigh is added during both phases of the weighing operations.

The first truck detected with one of these devices increased the weight of the load from 16,540 lbs. to 18,000 lbs.

Similar offenses have occurred in Missouri and Illinois.

the highways, but he believed the bill went further than that. One of the objections to the bill was that it would create a new class of contract carriers without restriction or regulation.

Diesel Fuel Tax in California

THE assembly in California has passed a measure placing a tax of 3 cents a gallon on Diesel engine fuel.

ICC Orders Written Contracts by July 7

REGISTRATION of the contract carrier by motor vehicle is made mandatory July 7 in an order from division five of the Interstate Commerce Commission. The order concerns special and individual contracts or agreements of contract carriers and orders that, for the future, all these contracts and agree-

(Continued to page 32)



The cab in the new light cab-forward Autocars is roomier, the engine being placed in a lower position and relatively out of the way. The engine hood is heavily insulated and ventilation is unusually adequate.

AUTOCAR COMPLETES LIGHT-DUTY LINE

THE Models UA and UB short-wheelbase chasses, announced by The Autocar Company, mark the completion of Autocar's program to extend its line into the light-duty field. For several years, prior to 1937, Autocar was manufacturing heavy-duty trucks exclusively.

Late last year the new RL and RM models went into production. They have gross vehicle weights of 20,000 and 18,500 lb. Early this spring Models A and B, of gross vehicle weights of 13,500 and 16,000 lb., were announced. The UA and UB models, which are just now going into production, are the short-wheelbase duplicates of the A and B, having the same gross vehicle weights and the same chassis prices, \$1,095 and \$1,489, respectively.

The cab in the new light cab-forward Autocars is roomier for the driver than any other cab-forward truck makes available. There is more room for the essential motions and positions of the driver's feet and hands and more leg room at the right side of the seat for any driver's assistant who may need to ride there. This has been accomplished in the UA and UB Auto-



cars by placing the engine in a lower position so that the hood of the engine, which extends back into the cab, is relatively out of the way.

The metal hood which covers the engine inside of the cab is heavily insulated on the inside, with the result that driving tests have shown that it never gets hot and that the heat of the exhaust is successfully carried out under the frame toward the rear. In addition, the provision for the ventilation of the cab is unusually adequate, as the fronts are provided with two large ventilating doors, one directly in front of the driver and the other at the right, both of which

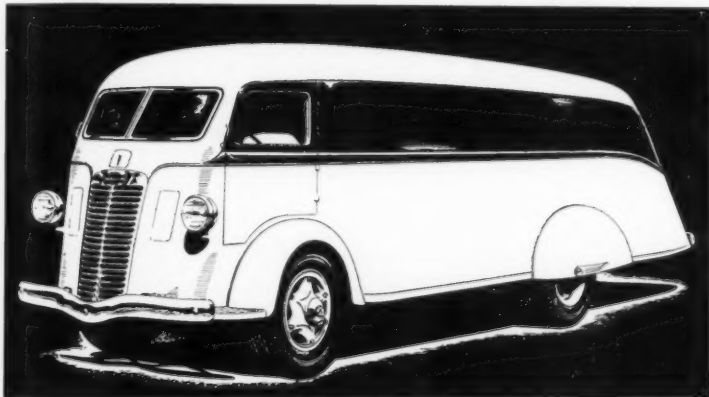
which provides a comfortable working position and plenty of elbow-room for the mechanic.

In addition, there is a hinged trap door to the right of the brake pedal which, when opened, makes the distributor readily accessible and through which, also, the oil inlet is conveniently exposed.

The cabs themselves are of standard Autocar construction throughout and an important feature of them is that the doors on both sides open from the front, which makes them easy to get into in a way that all drivers find comfortable and natural. The opening of the cab doors from the front means that they

have Tocco hardened shafts, silichrome steel exhaust valves, seating in inserted seats, cylinder blocks of chrome-nickel alloy steel, aluminum pistons, 7 main bearings, and main and connecting rod bearings of the cadmium-nickel replaceable shell type.

Drive from the engine is through a 4-speed gearbox in the UA and a 5-speed type on the UB which has a 0.799 to 1 overdrive in fifth speed. The torque capacity of the transmission in the UA is 185 ft./lb. and in the UB 200 ft./lb. The rear axles are of the spiral bevel gear, full-floating, single piece housing type. All gears are mounted on a removable carrier.



can be manually controlled from the inside.

The lower position of the engine in relation to the driving compartment has also brought about an unusual accessibility for inspection and routine engine maintenance. The engine is quickly and readily exposed merely by releasing two latches and turning two wing nuts. The latches release the hood which folds backward on itself, very similar to the method by which the hoods on conventional trucks and automobiles have operated for years. It is not necessary to take out the hood and lay it to one side when engine inspection is under way.

When the two wing nuts, which are conveniently placed near the front, have been released, the floorboard can be lifted out and, with the hood folded back and the floorboard removed, the entire right side of the engine is completely and handily exposed in a location

can be hinged at the rear, which provides a much stronger and better hinge support for the entire length of the cab door than is ever possible when the door is hinged at the front and opens from the rear. The front opening of the cab door also provides an entrance step that is low and convenient.

The water filling cap at the top of the radiator is made readily accessible back of an ornamental panel in the front center of the cab. The ornament serves as a handle by means of which the little door is readily pulled back and held open by its own springs. When closed, it is held firmly in place, without any possibility of rattle, by means of strong springs.

Wheelbases of both models are 84 in. standard and 106 or 124 in. optional. Both are equipped with six-cylinder engines, the UA having a bore and stroke of 3 $\frac{5}{8}$ and 4 $\frac{1}{4}$ in.; the UB engine is 3 $\frac{3}{4}$ by 4 $\frac{1}{4}$. Both engines

Trucking Credit Changes Recommended

(Washington Correspondence): Changes in the credit regulations were recommended for approval to the Interstate Commerce Commission in a report of Examiner Paul Coyle. The rules, which would supersede other regulations, if adopted are as follows:

Carriers may extend credit to shippers for a period of 8 days, excluding Sundays and regular holidays.

Freight bills must be presented to the shipper within 5 days from the date of delivery of freight.

In the event that a carrier renders a bill for additional transportation charges, he may extend credit for a 30-day period for those additional charges.

At present the credit extension period runs for 15 days, after being reduced from the original 30-day period. There was little evidence of unanimity among the truckers as to what the credit period should be when an investigation of this subject was made by the ICC, Examiner Coyle revealed.

While the railroads wanted the truckers to be governed by same credit regulations as they operate under, Coyle pointed out that the rules must "be predicated upon conditions in their industry (trucking), not upon the practices of the rail lines, regardless of the extent of competition between the two forms of transportation." — (Edwin Hartrich.)

(Continued from page 29)

ments shall be in writing, shall provide for transportation for a particular shipper or shippers, shall be bilateral and impose specific obligations upon both carrier and shipper and shall cover a series of shipments during a stated period of time, in contrast to contracts of carriage governing individual shipments.

The orders was sweeping and, it is declared, will redound to the benefit of the common carrier, for one thing eliminating so-called contract carriers who are in reality common carriers.

The order concerns an interpretation of section 203(a) and 204(a) (2) and (6) of the motor carrier act. Following reports by this division of the I.C.C., the following order was given:

"It is ordered. That all contract carriers by motor vehicle, as defined in section 203 (a) (15) of the said act, shall cease and desist on or before July 1, 1937, from transporting property for hire in interstate or foreign commerce except under special and individual contracts or agreements which shall be in writing, shall provide for particular shipper or shippers, shall be bilateral and impose specific obligations upon both carrier and shipper or shippers, shall cover a series of shipments during a stated period of time in contrast to contracts of carriage governing individual shipments, and copies of which contracts or agreements shall be preserved by the carriers parties thereto so long as such contracts or agreements are in force and for at least one year thereafter."

The difficulties encountered under present conditions were enumerated in the majority report.

"The factual situation in regard to each alleged contract carrier operation is excessively fluid and difficult of ascertainment," says the report. "For the most part the alleged contracts are oral and continually shifting and their nature and characteristics can only be established by the taking of testimony. Frequently whether an operator is in fact a contractor or a common carrier cannot be determined without a special investigation and the determination as reached may be vitiated by a change in conditions immediately thereafter."

"There is now no source of

readily available information usable in discovering which are in law the contract carriers, what traffic they handle and to what operating and traffic conditions their minimum charges must be adjusted."

There is nothing unusual or onerous in the requirement that the contracts be in writing and with a particular shipper, points out the report. For the effective carrying out of the act, the records should be made and preserved.

"In our judgment, these requirements will remove many present hindrances to the practical and effective administration of the act and operates as a reasonable means of protection to common carriers by motor vehicle," the order concludes.

Georgia's New Taxes Hit Heavy Trucks

AN omnibus truck bill, taxing single trucks as much as \$1,500, repealing the mileage levy and maintaining the regular \$3 automobile tag, has become effective in Georgia.

All trucks are required to carry a special "maintenance tag" in addition to their regular standard plates. Any truck coming into the state more than twice a month must pay the tax, although haulers of seasonal products will be allowed ten trips a month.

The new truck tax includes two rates, one for privately operated vehicles and the other for motor contract carriers.

For-hire trucks are taxed on a scale ranging from \$10 for capacities of less than 1 ton up to \$1,250 for more than 7-ton capacities. Trailer taxes range from \$10 up to \$1,500.

Nebraska Gets Itinerant Truck Licensing Law

A BILL providing for payment of several license fees by itinerant truck owners in Nebraska is now in force. The law calls for the payment of \$10 occupation tax, a \$25 yearly license fee per vehicle, and the posting of a \$250 bond with the state department of agriculture.

Exemptions include truckers who have an established place of business; truckers hauling agricultural products raised by themselves; truckers carrying trade-

marked goods for retail sale; those hauling goods owned by themselves; transporters of goods for the use of the owner of the truck; and those hauling in exchange for work, or without charge.

Week-End Ban of Trucks Proposed in Illinois

MOTOR freight representatives of Illinois are showing considerable opposition to proposed legislation that would prohibit the use of the highways of the state to for-hire trucks from noon on Saturday until midnight on Sunday from June 15 to Sept. 15. The effect of such a law would be far-reaching, not only depriving the state of approximately \$1,500,000 in tax revenue it is now collecting, but eliminating many trucking services found necessary in many trades at that time.

Record Removals in Montreal

ONE-FIFTH of the population of Greater Montreal moved to new places of residence around May 1. Public utility companies estimated that some 50,000 families, involving at least 200,000 persons, took up the annual trek to fairer fields. Even though regular moving van operators worked for a full 48 hrs. over that week-end, Montrealers pressed into service almost every motor truck and horse-drawn vehicle that could be used for moving.

ICC Approves Keeshin Lines Stock Issue

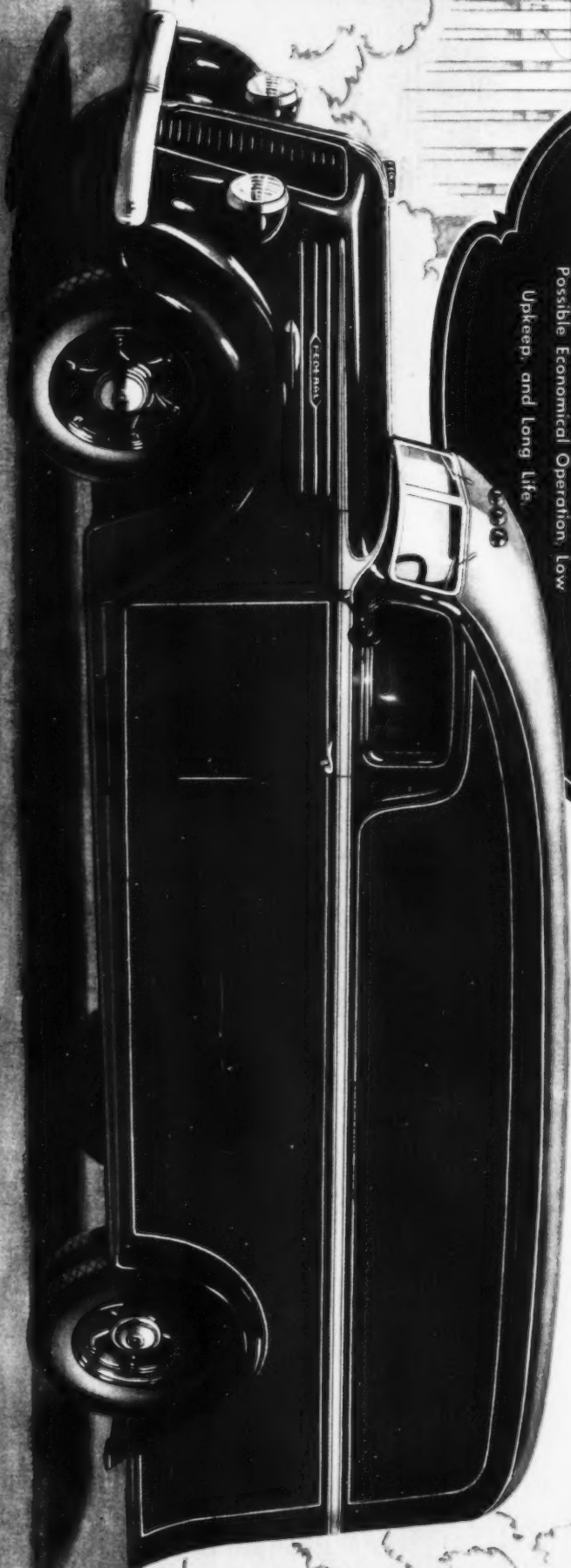
AUTHORITY has been granted by the ICC to the Keeshin Transcontinental Freight Lines, Inc., Chicago, to issue not exceeding 5,000 shares of founders stock without par value to be sold at \$100 per share. The proceeds are to be used to finance two previously authorized acquisitions, to repay certain advances and for other corporate purposes.

The Keeshin lines had sought authority under section 214 of the motor carrier act to issue 6,000 shares of founders stock without par value to be sold at \$100 per share to provide \$200,000 to acquire the stock of the Seaboard Freight Lines, Inc., and subsidiaries, acquisition of which was approved on March 11, 1937;

(Continued on page 35)

*Consider Federal's
"Hidden Value," too!*

The Under-the-Surface Quality Which Makes
Possible Economical Operation, Low
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THE new Federal trucks are distinguished by their beautiful outward appearance. But far more important is the "hidden value" that is built into them—the sound engineering, the precision, the stamina and the high quality of the inner parts and materials not visible to the eye. Federal is proud of its reputation for employing honest construction through and through; proud to say that every Federal is ALL TRUCK. These are the reasons why Federal trucks are noted for giving "Years of Faithful Service."

And from the Federal line of twenty-eight different models from $\frac{3}{4}$ to $7\frac{1}{2}$ tons you can select a truck that will meet your own specific

requirements as to type, size, wheelbase and performance—a truck that is correctly fitted to your job.

Supplementing the large group of conventional models Federal offers a new series of cab-over-engine trucks which embody many outstanding features. There is also a specially designed frequent-stop delivery truck. Federal-built cabs and both standard and custom-built bodies, matching the high quality of Federal chassis, are supplied for every purpose.

Learn more about the importance of the "hidden value" in Federal trucks. See your Federal dealer or write direct to the factory.

FEDERAL MOTOR TRUCK COMPANY • DETROIT, MICHIGAN

FEDERAL TRUCKS

(Continued from page 32)

\$100,000 to be advanced to Seaboard for the purpose of repaying advances from Motor Carrier Incorporated; \$50,000 to reimburse applicant's treasury for expenditures made in connection with purchases of the property of Charles T. Durand; \$136,400 to improve working capital and enable the applicant to make advances from time to time to its subsidiaries for the purpose of meeting indebtedness matured and maturing; \$100,000 to pay debentures maturing May 1, 1937, and \$11,600 to defray expenses of issuance.

New Rate Schedules on Washington Trucks

THE State of Washington has made effective new rates for common carriers and new minimum rates for contract carriers. This involves transportation of household goods, contractors' equipment and material, lumber and lumber products, between all points in Washington.

The household goods rates are based on weight of 7 lbs. per cubic foot, and valuation of 30 cents per pound. Premiums are specified for volume or value in excess of these limits. On shipments of less than 2,000 lbs., the rate is 20 cents per loaded mile, plus \$2.50 per hour for loading and unloading. Higher rates are set up for mixed shipments. Charge of 1 cent per 100 lbs. is made on shipments in excess of 2,000 lbs., transported up to 200 miles, with a minimum of 20 cents per mile. A rate table is set up for movements in excess of 200 miles.

The contractors' rates are set up on a mileage basis, with rates varying between minimum shipments of 5,000, 10,000 and 20,000 lbs. A reasonable additional charge must be made for loading and unloading.

The lumber, tie, lath and shingle rates are on a mileage basis, and are quoted in cents per 100 lbs. The charges vary from 2½ cents for movements under 2 miles to 37 cents at 400 miles.

Heavy Expenses Burden Truck Operators

DESPITE the fact that for-hire truck operators are securing more tonnage, the lower

rates and mounting overhead costs are cutting into profits to such an extent that it is thought that a considerable number of operators will find difficulty staying in business.

With all the additional items of expense which the for-hire truck operator is compelled to carry, due to many contributing causes, it is the opinion of some leaders that rates will not be raised high enough to meet that increased load of expenditures for a long time.

It is estimated that it will take 2 years or more for operators to catch up in increased overhead with rates that will net a profit. One of the many items of overhead which have gone higher is that of wages of drivers and dock men. There is also the increased cost of tires, fuel, oil and accessories. The trend of these items has been steadily upward. Then there is an increase in the pick-up and delivery expense. It is claimed that the average cost has mounted from 6 to 7 cents to approximately 11 cents per 100 lbs.

Then there is the question of taxes. These are mounting and together with the additional costs under federal regulation of getting out tariffs, lawyer's fees and traffic experts, etc., the costs are becoming a real burden.

Increased rents enter the picture. In one large city rents have been increased approximately 25 per cent. And with other expenses, such as social security payments, higher telephone and telegraph expenses, the average truck operator is faced with a real problem.

Trade Zone Order Extended by I. C. C.

THE Port of New York Authority has extended for 30 days the effectiveness of its order defining the commercial zone of New York City under the terms of the Federal Motor Carriers Act. The order was to have become effective May 5, and the commission has agreed to postponement to permit trade groups to file a petition for reargument after they indicated their dissatisfaction with the zone as described in the commission's order.

Under the terms of the act Federal supervision will not be effective in motor truck operations

within the commercial limits of communities, and in an effort to reduce Federal regulation to a minimum within the normal commercial zone of New York City various trade groups submitted their views to the commission as to the extent of the zone.

The zone which was urged upon the commission would include the port district as previously defined by the State of New York, New Jersey and Congress, and in addition an area embracing nine counties in New Jersey, Rockland, Westchester and Nassau Counties in New York and part of Fairfield County in Connecticut. This would include cities such as Perth Amboy, Elizabeth, Newark, Paterson, White Plains and Port Chester, Conn.

Uniform Insurance Rules Seem Possible

(Washington Correspondence): A conference between insurance company officials and representatives of the safety division, Bureau of Motor Carriers, at which cooperative methods for enforcement of the recently promulgated motor carrier safety rules were discussed, was held here last month.

The engineering field staffs of twenty large insurance firms planned to supplement the Bureau's own field force in assisting to make the rules effective, as a result of the meeting.

Meanwhile, more states have adopted safety laws, and others are acting for uniformity. Reports from thirty-seven states and the District of Columbia, in which the attitude of the regulatory bodies and other governmental agencies is fully cooperative, indicate that state safety rules soon will coincide, to a large degree, with those set down by the Interstate Commerce Commission.

Supplementing Georgia, Tennessee, Mississippi and Kentucky, which lost no time in adopting the ICC regulations, in their entirety, nine other states have gone on record in favor of the rules, and have either adopted them or will amend their present regulations to conform with those of the federal body.

The nine states now considering adoption of the federal regulations are: Arizona, Connecticut, Kansas, Maine, Maryland,

New Mexico Oklahoma, South Dakota and Texas.

While California has deferred issuance of new safety rules in order to incorporate ICC regulations a bill has been introduced in the state legislature to permit conformity to the federal regulations.

The possibility of Alabama adopting ICC safety regulations by the Highway Commission, with enforcement by Highway Patrol, is now under consideration. Under the state's existing laws, the Public Service Commission has no authority to issue such rules.

A bill in the Arkansas legislature is awaiting approval which would confer powers upon the Corporation Commission to issue safety regulations.

The railroad commission of Florida is reported as favorable to the ICC rules.

In Indiana, a bill creating a State Committee on Safety has been passed by the legislature and signed by the governor. This act specifically directs the new committee to examine the rules and regulations of other states and the Federal Government, and to adopt rules and regulations "to secure uniformity."

The Iowa Motor Vehicle Department and Board of Railroad Commissioners are reported to be in accord with the Federal regulations and expect to follow them. Action, however, will depend on bills now pending in the state legislature, particularly one creating a Department of Public Safety.

The Department of State Police of Louisiana is said to be preparing a comprehensive safety program in which the ICC rules will be a basis for uniformity.

The Minnesota Railroad and Warehouse Commission is expected to issue an order in the near future for adoption of Federal regulations, and approval of an order by the Missouri Public Service Commission conforming to the ICC regulations is anticipated.

After holding a special conference on the ICC rules, the Safety Council of the Public Utilities Commission of Ohio is expected to recommend adoption of Parts II and III. Other sections are already adequately covered by state regulations.

The Public Service Commission of Vermont has no authority to issue safety regulations, but the Department of Motor Vehicles has reported that present differences between state and Federal requirements are of only minor nature.

The West Virginia legislature has enacted a bill transferring the regulation of motor carriers from the Road Commission to the Public Service Commission. It empowers the commission to adopt rules and cooperate with the ICC.

The Wyoming Public Service Commission is planning to issue a new order in line with the state's new motor vehicle act, in which will be incorporated the basic ICC rules.

The District of Columbia Public Utilities Commission is considering adoption of the Federal regulations. — (George H. Manning, Jr.).

Flat Car-Trailer Rate Competitive to Trucking

(Washington Correspondence): The establishment of a 35-cent all commodity rate between Chicago and Minneapolis and St. Paul by the railroads operating between those points was not set up to meet rail competition but to undercut motor carriers, the Interstate Commerce Commission was informed recently.

This charge was made by F. S. Reiser, representing the Duluth Chamber of Commerce, at the argument on docket 4231.

Reiser stated that the 35-cent rate was not for the purpose of meeting the flat car-trailer rate of the Chicago Great Western railroad; that this was a "smoke screen" to hide the competitive attack on the truckers.

The CGW rate is \$42.50 per trailer between Chicago and the Twin Cities, and was inaugurated as a means of concentrating the trucking activities in the middle western territory between those points, he said.

The other railroads then set up the 35-cent all commodity rate, which actually seeks to cut under the equitable rates of motor carriers and thus drive them out of business. When this is accomplished Reiser predicted that the commodity rate would be raised, as it is "non-compensatory."

N. D. Belnap, attorney for the

Illinois-Minnesota Motor Carriers Conference, added that the 35-cent rate had resulted in losses of \$44,000 for the railroads since they had moved no additional traffic under the lower rate than they had previously enjoyed.

J. N. Davis, attorney for the railroads, denied that the 35-cent rate was aimed at the truckers, or that it was non-compensatory, for it cost the railroads only 29½ cents to move the traffic under that schedule.

The ICC has yet to take action on the examiner's report which stated that the rate was justified. — (Edwin Hartrich.)

"Bona Fide" Operation Ruling Before ICC

(Washington Correspondence): The question of "bona fide operation" highpointed an Interstate Commerce Commission hearing here last month in which the commission was attacked for approving an application of a Texas trucker.

The ICC was accused of aiding and abetting carriers because of the interpretation it placed on the term "bona fide" in its report on the contract carrier application of Earl W. Slagle, MC-2600.

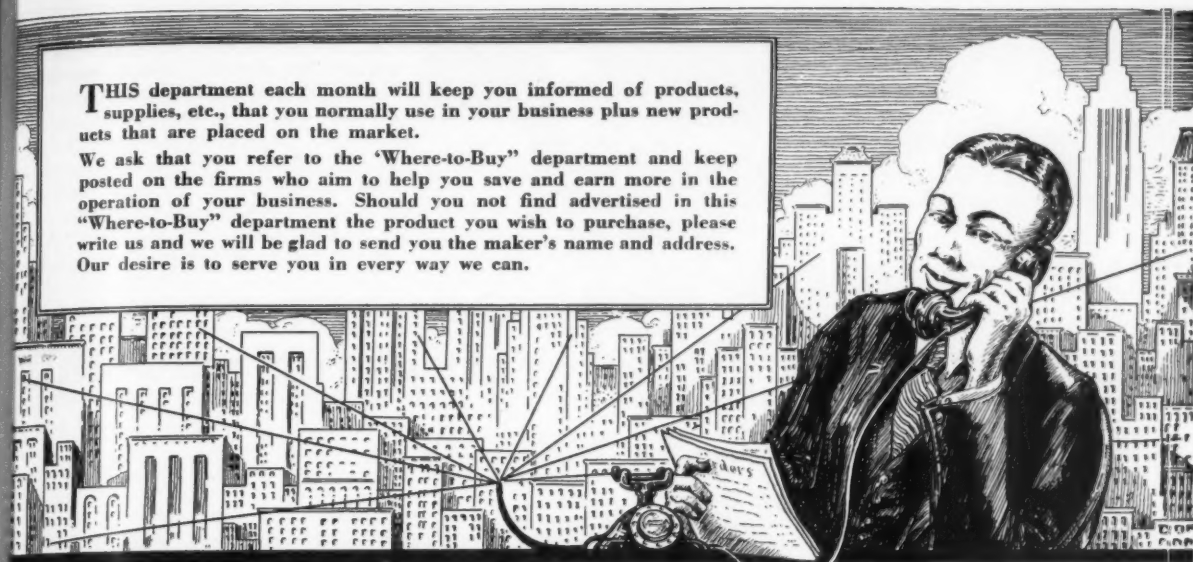
So argued state commission and railroad attorneys appearing at the ICC argument on the issues involved in the decision in the Slagle case, which stated that an interstate truckman, even though he happened to be violating state laws on June 1, 1935, was in bona fide operation within the meaning of the Motor Carrier Act, as long as he was conducting his business openly. Under such circumstances, he would be entitled to a certificate or permit, it was held.

It was the contention of the State commissions and railroad men that an operator, who violated the motor carrier laws of a state, was not lawfully transporting freight, and, therefore, could not have been in bona fide operation, and had no "grandfather" rights under the Act.

Only three witnesses, S. Harrison Kahn, applicant's attorney, R. E. Quirk, representing the Carolina Coach Company, and Edward S. Brashears, attorney for the Ohio Association of Commercial Haulers, upheld the stand of the ICC.

THIS department each month will keep you informed of products, supplies, etc., that you normally use in your business plus new products that are placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the firms who aim to help you save and earn more in the operation of your business. Should you not find advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the maker's name and address. Our desire is to serve you in every way we can.



WHERE TO BUY

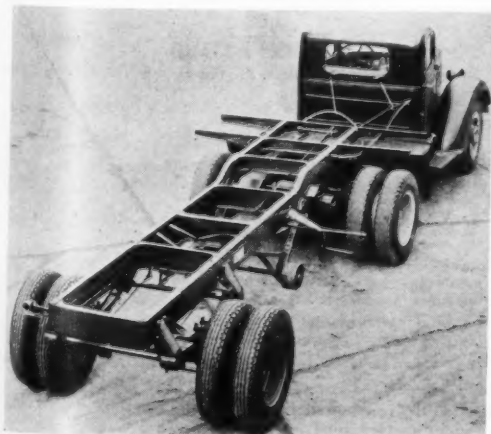
NEW PRODUCTS

Mack Announces Two New Semi-Trailers

TWO new semi-trailers, the ST20 and the ST30, of lighter capacity and lower price than heretofore have been included in the regular Mack line. These new models embody many distinguishing characteristics.

Braking safety is effectively achieved by synchronizing the semi-trailer brakes with those of the tractor. Brake drums are of Mack's exclusive high-nickel chromium cast iron. Shoes are rigid, and the boosters are adequately sized. Safeguarding these semi-trailers against the remotest possibility of accidental uncoupling or improper use of the parking brake, while at the same time expediting and simplifying the operation of coupling and uncoupling, is the exclusive Mack coincidental safety lock. Essentially, this device comprises the combination of an automatic parking brake plus an auxiliary fifth wheel lock. The latter consists of two heavy locking pins which pro-

(Concluded on page 39)



WHERE TO BUY

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Reply-O-Blotters, 225 Varick St., New York City.

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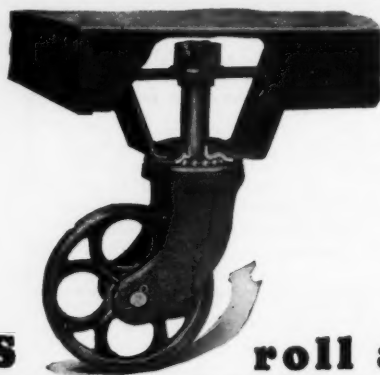


Fig. 857—"Hallowell" Ball Bearing Swivel Stem Caster. Thrust Bearing Ball Races are of Hardened Steel—not cast iron.

THESE TRUCKS

roll along smoothly

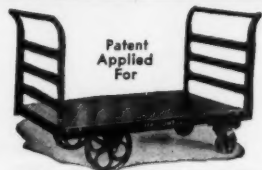


Fig. 754 "Hallowell" Steel Truck

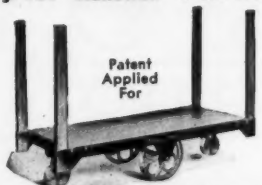


Fig. 752 "Hallowell" Steel Truck

The unique ball bearing casters on all "Hallowell" Steel Trucks give practically frictionless swiveling; these modern trucks roll along easily! And, they endure even the severest punishment for years and years.

Heavy loads that bring out the weak spots in other trucks... the battering that reduces them to splintery, shaky wrecks... are easily borne by "Hallowell"—thanks to sturdy, steel plate tops and heavy welded construction.

For a truck that will give you years of service, with practically no repairs—choose a "Hallowell".

Bulletins 480 and 487 give you the details.

STANDARD PRESSED STEEL CO.

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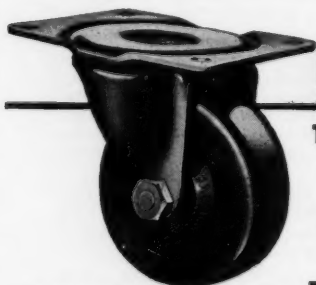
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Offer you superior construction, modern design, better appearance, more strength with less weight, and longer life—yet their cost is low. Let us quote you. 77 years of building just good bodies—nothing else!

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No. 3616 or 3619 steel ball bearing swivel with Atlasite or Baco composition wheels.
THE IDEAL DOLLIE CASTERS

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Over 456 sizes and types, from 2" to 10" diameter wheels—for every class of service.

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Fairbanks Co., 398 Lafayette St., New York, N. Y.

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

(See advertisement elsewhere in this issue.)

Orangeville Mfg. Co., Orangeville, Col. Co., Pa.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

CONVEYORS

American Utensil Co., 466 W. Superior St., Chicago, Ill.

CORDAGE

J. E. Fricke Co., 40 North Front St., Philadelphia, Pa. (Fla)
(See advertisement elsewhere in this issue)

COVERS (Piano)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)

be published with his identification next month. And right here, we appeal to all

(Concluded from page 37)

trude through holes in the upper fifth wheel plate so as to overlap the edge of the lower turntable. These pins are extended at all times except when the support wheels are fully lowered. A special safety hook is also provided so that if in coupling, the tractor is not backed fully home, permitting the kingpin latch to trip, the support wheel mechanism is locked in such a manner that the support wheels cannot be raised and the parking brake is automatically locked in the engagement.

Other characteristic features of these new semi-trailers include air piping of seamless copper tubing which is covered with fabric to prevent chafing and vibration, and a rigidly constructed body frame. The frame is protected against twisting strains by the use of one piece side rails of pressed carbon steel with seven integrally-gusseted cross-members the depth of the frame. On the ST20 the frame is 9 $\frac{5}{8}$ in. deep, on the ST30 9 $\frac{3}{4}$ in. deep. Outriggers at the front are standard. Axles on both models are tubular. On the ST20, axle diameter is 4 $\frac{1}{2}$ in.; on the ST30, 5 in.

The support wheels are of the established toggle type with double cross bracing, and they are adjustable to suit any size of tractor rear tires. Springs are in two sets, main and helper. Main springs, seven in number, are 54 in. by 3 in., each leaf having a thickness of 7/16 in. Spring suspension is by Mack's exclusive rubber shock insulators.

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New Hydraulic Jack for Light Trucks

STYLED Model 295A, with a capacity of 2 tons. Has a lift of 7 in., with a total height of 16 $\frac{1}{2}$ in. Lists at \$5.95; West Coast list, \$6.45. Made by Hein-Werner Motor Parts Corp., Waukesha, Wis. *Distribution and Warehousing.*



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Blue Streak
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made . . . and guaranteed to give perfect satisfaction or you may return it for full credit.

Bull Dog Blue Streak is **STRONG**, and comes in two weights—regular, and double-thick for extra heavy work. Both wear indefinitely.

Closely woven extra soft strands prevent scratching, burning or stretching—and allows maximum flexibility. Ties and unties easily. Stays flat—cannot curl—2 inches wide.

Prices and samples of both weights sent on request.

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THE IDEAL FLOOR FOR WAREHOUSES!

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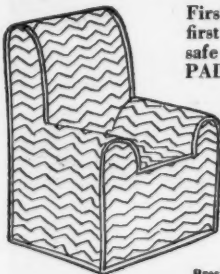
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NO SCARS OR SCRATCHES with PIONEER VAN PADS



First class moving service begins with first class equipment that will assure safe delivery. Use PIONEER VAN PADS for economical and sure protection of your loads.

Made of new cotton and jute . . . covered with heavy drill . . . zig-zag stitched to prevent slipping and packing. Write for complete price list.

LOUISVILLE BEDDING COMPANY, INC.

Preston and Market Sts. Louisville, Kentucky

COVERS (Truck) (Tarpaulins)

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.

DOLLIES

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio

(See advertisement elsewhere in this issue.)

ATTENTION DISTRIBUTORS

HAVE YOU NOMINATED A WAREHOUSE EXECUTIVE FOR IDENTIFICATION?

Read the Bottom Line

that your likenesses appear in the same issue with your identifications. It may

Orangeville Mfg. Co., Orangeville, Col. Co., Pa.
(See advertisement elsewhere in this issue.)

EXTINGUISHERS (Fire)

Solvay Sales Corp., 40 Rector St., New York, N. Y.

FANS (Industrial Ventilation)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

FLOOR COVERING

The Paraffine Companies, Inc., Dept. 25-DW, San Francisco, Calif.

(See advertisement elsewhere in this issue.)

FURNITURE TIE

J. E. Fricke Co., 40 North Front St., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)

HOISTS (Chain and Electric)

Yale & Towne Mfg. Co., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)

INSECTICIDES

Barrett Co., 40 Rector St., New York, N. Y.

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

NAPHTHALENE FLAKES

Barrett Co., 40 Rector St., New York, N. Y.

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.

Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.

New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Turnsignal Lamp Proves Sturdy

THE accompanying illustration indicates quite clearly that the Turnsignal lamp will withstand road vibration and is capable of lasting the life of the vehicle. The weight of the



man standing on the lamp is 200 lbs. These lamps are made by the TurnSignal Corp., 400-12 E. Rittenhouse St., Philadelphia. Distribution and Warehousing.

To a
used.
the wil
around
The
feature
reaches

PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., Preston & Market Sts., Louisville, Ky.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

PAPER (Tar)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

PIANO DERRICKS AND TRUCKS

Fairbanks Co., 398 Lafayette St., New York, N. Y.

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

PLATFORMS (Lift Truck)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

STACKERS (Case)

American Utensil Co., 466 W. Superior St., Chicago, Ill.

TIRES (Industrial Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F.; Akron, Ohio.

(See advertisement elsewhere in this issue.)

Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.
(See advertisement elsewhere in this issue.)

New Red Giant Hydraulic Lift Truck

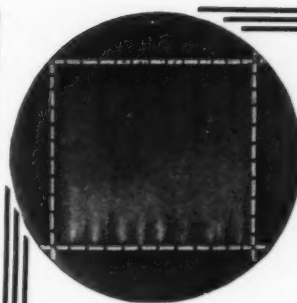
ALTHOUGH the Red Giant single and double-stroke lift trucks have filled the ordinary demands for such types of trucks, the new Model S Red Giant hydraulic has been designed to take care of weights greater than can be handled by the single and double-stroke trucks, to elevate more than 2½ in., to lift 2,500 to 10,000 lbs. or heavier loads if necessary. This new model comes in narrow and wide frames and is equipped with roller bearings.



To accomplish these advantages, the hydraulic system is used. The load may be elevated by long or short strokes at the will of the operator, with equal effort from any angle around the 360 deg. circle.

The frames are collapsible to save under-clearance. Other features include an automatic shut-off when the platform reaches the full height; the upper frame slides on inclined

(Concluded on page 43)



Extra Feature? Cross Stitched

DREADNAUGHT PADS

THE only "extra-featured" pad on the market today. Dreadnaught Furniture Pads are sewn with hundreds of 3" squares. These squares prevent tears and give double quilting. Dreadnaught Pads are "extra-featured" but not extra priced.

Cross-Stitched Pad Prices

36 x 72 in. cut size @	\$13.50
54 x 72 " " " "	\$19.75
72 x 72 " " " "	\$24.00
72 x 80 " " " "	\$25.00

New Haven Quilt & Pad Co.
82-86 Franklin St. New Haven, Conn.

Sure!

MOTH PROTECTION

No matter what your storage problem may be—you can be *sure* of moth protection when you use

**WHITE TAR NAPHTHALENE
BALLS or FLAKES**

Write for Prices Today



THE WHITE TAR COMPANY
OF NEW JERSEY, INC.

(A Subsidiary of Koppers Co.)

Belleville Turnpike

Kearny, N. J.

interest last month's nominee to learn that he has a characteristic "double" in John

TIRES (Motor Truck)

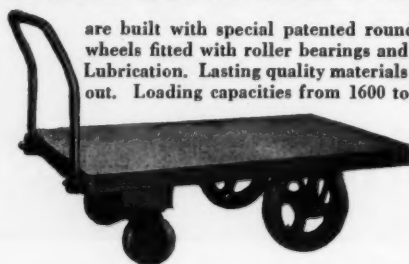
General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F.; Akron, Ohio.
(See advertisement elsewhere in this issue.)Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.
(See advertisement elsewhere in this issue.)**TRAILERS (Motor Truck)**Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)General Motors Truck Co., Pontiac, Mich.
(See advertisement elsewhere in this issue.)**TRUCK BODIES (Refrigerated)**Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

International Harvester Co. of Am., 606 S. Michigan Ave., Chicago, Ill.

TRUCKS (Hand)Fairbanks Co., 398 Lafayette St., New York, N. Y.
(Lift, platform and stevedore)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)Orangeville Mfg. Co., Orangeville, Col. Co., Pa. (Platform, Stevedore, Barrell & Special).
(See advertisement elsewhere in this issue.)Self-Lifting Piano Truck Co.: Findlay, Ohio. (Special piano)
(See advertisement elsewhere in this issue.)Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)
(See advertisement elsewhere in this issue.)Yale & Towne Mfg. Co., Philadelphia, Pa. (Lift)
(See advertisement elsewhere in this issue.)**HAMILTON STEEL TRUCKS**

are built with special patented round corners, the wheels fitted with roller bearings and with Alemite Lubrication. Lasting quality materials used throughout. Loading capacities from 1600 to 3200 pounds.

Let us
quote our
prices.

The HAMILTON CASTER & MFG. CO.
Dept. D. HAMILTON, OHIO

TRUCKS (Jack)The Colson Corp., Elyria, Ohio.
(See advertisement elsewhere in this issue.)**TRUCKS (Refrigerator)**International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)Self-Lifting Piano Truck Co.: Findlay, Ohio.
(See advertisement elsewhere in this issue.)**WHEELS (Industrial Truck)**

Fairbanks Co., 398 Lafayette St., New York, N. Y.

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

Simon. Many of our readers mistook John for the other executive, so we take pleasure

**New Barrett Electric
Portable Elevator**

THE new Barrett electric elevator illustrated here has incorporated in the design several interesting features. Made in capacities ranging from 500 to 5000 pounds; in any piling height and size platform. It has incorporated in its operating features the following exclusive points:—

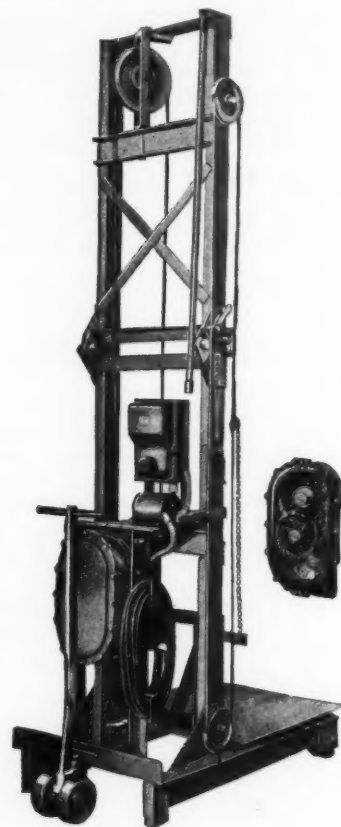
Direct motor drive.

Cut spur gears—fully enclosed and running in oil.

A Ball Bearing hoist and motor.

Electric solenoid brake integral with motor.

Three-point suspension of hoist to give floating power.



Other features include:—

Cable control.

Top and bottom limit stops.

Thermal overload switch.

Hyatt equipped floor wheels, sheaves and platform rollers.

Grooved cable drum.

These elevators are used for both portable and permanent installations—proving ideal to not only aid in piling material ceiling high, handling jigs and dies and doing other lifting jobs but are excellent as sidewalk elevators and floor-to-floor work. Maker, Barrett-Cravens Company. Distribution and Warehousing.

**ATTENTION
WAREHOUSEMEN**

**HAVE YOU NOMINATED A
DISTRIBUTION EXECUTIVE
FOR IDENTIFICATION?**

Read the Bottom Line

Mobilize HANDLING

Here one operator pulls a load away as the second man spots an empty platform for loading.



• Bags, barrels, boxes, cartons, odd-shaped loads or what have you—all can be transported the mobile way with Colson Lift Jacks and Platforms.

This system banishes those extra "pick-ups" and "set downs" that keep motor freight equipment standing idly by. You spot any load where you want it—when you want it.

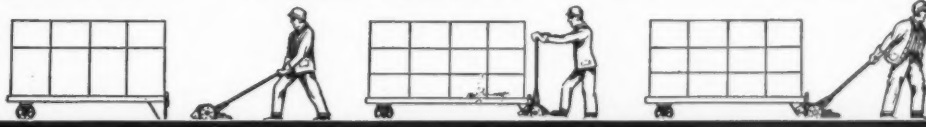
Two simple units do the trick:

1. A platform with wheels on one end and legs on the other.
2. A twin-wheeled jack that engages the front of the platform and converts it into a sturdy, easy to roll truck.

A Colson representative will gladly study your requirements and show you how the Colson system cuts operating costs. Write for explanatory booklet.

THE COLSON CORPORATION
3701 CEDAR STREET • ELYRIA, OHIO

COLSON LIFT JACK SYSTEM



TRUCKS Refrigerator—Platform and Trailer

Deliver your Refrigerators
on Rubber

Type x—\$21.00
Type y— 22.50

Ask for
Catalogue

International Engineering Inc.
Dayton, Ohio 15 Park Row, N. Y.



Improved **ORANGEVILLE** Trucks

for handling Electric Refrigerators

Handle your refrigerators, ranges, radios, kitchen cabinets with ORANGEVILLE fully rubber upholstered trucks. The only truck with patented quick change ratchet nose.

Newly rubber upholstered throughout. Made in convenient sizes. Write for details and prices.

It's Just a Matter of Noses

ORANGEVILLE MFG. CO.

Orangeville (Columbia County), Penna.



Fig. 100-B-RR Refrigerator Truck

(Concluded from page 41)

planes—no links to wear and give trouble and no pawls or ratchets to wear out.

The catalog, just issued, lists some fourteen outstanding features in design of this new model. Issued by the Revolver Co., State St. at Bergen Turnpike, North Bergen, N. J. Distribution and Warehousing.

Protects Cabinets and Workmen

Caster X-75 Truck

Handles all refrigerator cabinets easily and safely without damaging cabinets, floors, walls and woodwork. Avoids injuries to workmen. All-steel, reinforced, welded construction. Rubber-tired wheels. Ball-bearing swivel casters on one end eliminate lifting when guiding or making right angle turn in narrow hallways. Per set \$39.50.

102 Balance Refrigerator Truck

Retractable wheels allow lifting and carrying all refrigerators, stoves, boxes, etc., in perfect balance. Strap provides hand-hold for stair work. Wheels in b-n-les make ramps unnecessary. Only felt pads touch cabinet, \$23.00. Pneumatic tires extra.

Buckeye Still Piano Truck

Balances and turns without lifting. Handles uprights, grands and baby grands.

Write for free circulars.

Self-Lifting Piano Truck Co.

Findlay, Ohio

Manufacturers of Trucks Since 1901



ATTENTION
ALL READERS

IDENTIFY THE THREE
EXECUTIVES DESCRIBED
IN THE BOTTOM LINE

Send your own nominations to
—Bottom Line Editor of D&W

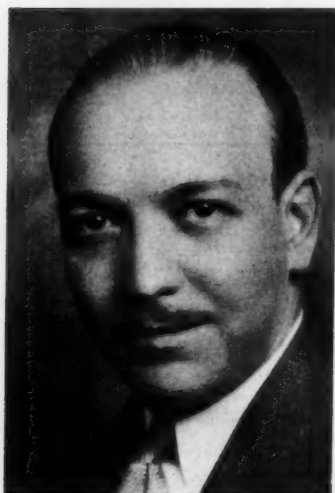
in presenting him to you on the same page with other charter members of our Club. We



R. A. PAULSON
President and Manager
Standard Warehouse Company



HARRY G. STOUFFER
Eastern Manager of Sales
National Terminals Corp.



F. M. WILLIAMSON
Eastern Manager
Distribution Service, Inc.



JOHN SIMON
Manager of Warehouse Division
Keystone Steel & Wire Co.



A. J. MORRIS
Industrial Investigator
Delaware & Raritan Canal Comm.

Introducing the First Bottom Liners

They asked for no publicity but graciously accepted it in the interest of the organizations they represent.

They earned this publicity through their friendships and services in this complex business of distribution.

They are known to hundreds of you. To our other thousands of readers, we take pleasure in presenting them.

D and W dedicates this new department to the nation-wide introduction of the personalities who distribute the world's goods.

(See page 3 for details.)

will call our next character No. 11—It's from a General Traffic Manager, who writes—

BIRMINGHAM, ALA.

1880 — 1937

HARRIS

Over 55
Years of
Service

Transfer & Warehouse Co.

8 South 13th St., Birmingham
— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

- STORAGE
- DISTRIBUTION
- CARTAGE
- FORWARDING

Pool Cars Handled

BIRMINGHAM, ALA.

STRICKLAND

Transfer & Warehouse Co.

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.

BIRMINGHAM, ALA.

MEMBER MAYFLOWER TRANSIT COMPANY

WITTICHEN

Transfer & Warehouse Co.
Fireproof Warehouse
Household Goods and Merchandise
Agents: Aero Mayflower Transit Company
Member of Allied Distribution, Inc.

BONDED

OFFICIAL SEAL

MOBILE, ALA.

R. P. POPE, Proprietor

COMMERCIAL TRANSFER and STORAGE CO.

A complete merchandise transfer and pool car service
Storage space for rent, correspondence invited

MOBILE, ALA.

Merchants Transfer Company

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded
Authorized Transfer Agents
A.T.&N., G.M.&N., L.&N., M.&O. &
Southern Railroads. Pan Atlantic S/S Corp.

MONTGOMERY, ALA.

Alabama Transfer & Warehouse Co.
Cor. N. Perry & Pollard Sts.

BONDED — FIREPROOF —
WAREHOUSE
STORAGE & DISTRIBUTION

Members N.F.W.A. — A.W.A. — S.W.A. —
A.C.W. — A.V.L.

OFFICIAL SEAL

MONTGOMERY, ALA.

MOELLER TRANSFER & STORAGE CO.

210-220 COOSA STREET

Merchandise and Household Goods
Low Insurance Rate Bonded Trucking Service
Pool Car Distribution
Members: A.W.A., N.F.W.A., S.W.A.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

FORT SMITH, ARK.

W. J. ECHOLS,
PresidentMONT S. ECHOLS,
Vice-PresidentJ. MONTAGUE WILLIAMS
Sec'y-Treas.-Manager

ARKANSAS WAREHOUSE COMPANY

General Merchandise Storage. Forwarding.
Pool Car Distribution.
55,000 Square Feet Floor Space.
Modern Fire Proof Building. Sprinkler Equipped.
Lowest Insurance Rate.
On St. Louis, San Francisco Railroad Reciprocal Switching.

LITTLE ROCK, ARK.



Commercial Warehouse Co.

801-7 East Markham Street

A Complete Branch House Service
Fireproof Sprinklered - - Low Insurance
Private Railroad Siding - - Quick Service

REPRESENTED BY
ALLIED DISTRIBUTION INC.

• CHICAGO
• ST. LOUIS
• NEW YORK
• WEST 42 ST.
• NEW YORK

LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household Storage



• Absolutely
Fireproof
• Low
Insurance
Rates
• Pool Car
Distribution
• Compartments
for household
Goods

TERMINAL WAREHOUSE CO.

LITTLE ROCK ARKANSAS

Member American Warehousemen's Association
American Chain of Warehouses.

Agent for Allied Van Lines, Inc.

LONG BEACH, CAL.

STORAGE-TRUCKING
DISTRIBUTION
FREIGHT-MACHINERY
TRUCK CRANES
RIGGING

457 GOLDEN AVE. - P.O. BOX 237

SAFETY ECONOMY SERVICE

City

TRANSFER & STORAGE

Since 1903

LOS ANGELES, CAL.

Nine
Metropolitan
Locations

OPERATING WAREHOUSES
IN PRINCIPAL CITIES OF CALIFORNIA

BEKINS

VAN & STORAGE CO.

1335 S. Figueroa St.
HERB HOLT, Mgr.

LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL
the FIRST . . . Established 1893 . . . MORE THAN
ORDINARY SERVICE . . . We invite inquiries relative to
your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 - - C.W.A. - - L.A.W.A.

"He isn't by far the Beau Brummell of the New York warehouse representatives, but

LOS ANGELES, CAL.

**EFFICIENT WAREHOUSING
and DISTRIBUTION**

CALIFORNIA WAREHOUSE CO.
837 TRACTION AVE.



Sprinklered Concrete Building
Central Location
Spur Tracks
Low Insurance
Cartage Service
Merchandise Exclusively

Specialist in Food Distribution

LOS ANGELES, CAL.

Fireproof Warehouse in the Heart of the
Residence District. Distribution Consoli-
dated Cars of House-
hold Goods Solicited.
We Reinsure

FIDELITY
VAN and STORAGE




1836 Arapahoe St.—Near Washington Blvd.
Beverly Hills—Westwood—Wilshire District—Hollywood

LOS ANGELES, CAL.

318 Commercial Street

Los Angeles Warehouse Company
Household Goods and Merchandise

Consign your shipments for Hollywood, Beverly Hills, and Los Angeles direct to us. We will insure you satisfied customers. A complete service.

LOS ANGELES, CAL.

1930 S. Vermont Avenue, Los Angeles

LYON
VAN and STORAGE



SERVES CALIFORNIA

San Francisco
Oakland
Freight
San Bernardino
Glendale
Hollywood
Los Angeles
Pasadena
Long Beach
San Diego

Let Lyon Guard your Goods

member NFWA-CVUSA

LOS ANGELES, CAL.

**METROPOLITAN
WAREHOUSE CO.**

Merchandise Warehousing
and Distribution
U. S. Customs Bonded

Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area
Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET
LOS ANGELES

MEMBER
ALLIED DISTRIBUTION, Inc.
1525 Newberry Ave. 11 West 42nd St.
Chicago, Ill. New York City



Offices for Rent
Telephone and
Secretarial Service
Sub Basement for
Cool, Dry Storage

LOS ANGELES, CAL.

We Solicit Your Shipments and
Pool Car Distribution

PRUDENTIAL
STORAGE and MOVING CO.

100 SOUTH VERMONT AVE.
FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS
Members California Van & Storage Association
National Furniture Warehousemen's Association

"We've Heard that"—

(Continued from page 15)

income; but, as the magazine explains, its figures for 1936 take into consideration the changes in living costs. Furthermore, its base figures include the money actually paid out during the calendar year for goods and services produced and rendered, plus Federal allowances and also moneys paid out of savings and surpluses of business institutions.

During several of the depression years more income was paid out than was produced. In 1933, for example, the excess of money paid out over money produced was roughly nine billion dollars, made up of such factors as borrowings on life insurance policies, withdrawals from savings, Government loans, and dividend and interest moneys distributed but not earned from operations of the current year. The total of income paid out but not produced has declined sharply since 1934.

The estimate of total retail sales for 1936 is \$37,413,020,000. The accuracy of this estimate was confirmed in March by the Bureau of Foreign and Domestic Commerce, which released a figure of \$37,940,000,000.

Quick Freezing o o o

The following letter is significant: "I own a number of farms in this State [South Carolina] and grow fruit and vegetables on quite a large scale. I contemplate putting in a quick-freezing plant to care for my surplus. For that reason I am very much interested in the latest developments in equipment and methods." If this writer to *DandW* had also included preservation for shipping in refrigerated cars or trucks, he would be carrying out fully a plan long desired for better storage and merchandising of perishable goods.

Soy Bean Wool o o o

SOY BEANS, which last year attained the rank of the American farmer's fourth largest cash crop, may become the source of an artificial wool. As artificial wool is now produced from milk casein as a practical operation in Italy, so, it is thought, it could be produced from soy beans because its protein is very similar in composition to the casein of milk.

Grocery Chain o o o

James Butler Grocery Co., New York, one of the oldest grocery chains in America, has closed its career in so far as operation under the Butler regime is concerned. Its Long Island city warehouse containing 600,000 sq. ft. of floor space was sold to Gimbel Brothers, department store chain, for \$393,000. This warehouse was built in 1924 and handled the business of 1,081 stores during the peak business period of the company.

Fish o o o

Fish valued at \$2,000,000 will be purchased by the Government and distributed in relief channels this spring in accordance with legislation recently passed by Congress.

Cold Storage for Greenhouse Bulbs o o o

THE Manatee Ice and Fuel Co., Ellenton, Fla., is constructing a cold storage plant for keeping of gladiolus bulbs during the drying-out or dormant season. Bulb growers have in the past

(Continued on page 49)

he does have a swell collection of Scotch plaid ties. This should be easy—he is a new-

LOS ANGELES, CAL.

Overland Terminal Warehouse

Ninth and Alameda Sts.

General Merchandise Storage
U. S. Customs Bonded Storage
Cool Room Accommodations
"Vacufume" Process of Fumigation

MANAGED AND OPERATED BY

CROOKS TERMINAL WAREHOUSES

CHICAGO NEW YORK KANSAS CITY
419 W. Harrison St. 271 Madison Ave. 1104 Union Ave.

CALIFORNIA'S MOST MODERN WAREHOUSE
SERVED BY THE UNION PACIFIC

LOS ANGELES, CAL.

MERCHANDISE
STORAGE AND
DISTRIBUTION
DRAYAGE
CYANIDE FUMI-
GATION
BROKERS' OFFICES
SECRETARIAL
P.B.X.
FINANCING
SERVICE



Pacific Commercial Warehouse, Inc.
923 East Third St. Los Angeles, California
SPECIALIZING IN STORAGE AND DISTRIBUTION
OF FOOD PRODUCTS

Represented by NATIONAL WAREHOUSING SERVICE
319 W. Roosevelt Road Chicago, Ill.

LOS ANGELES, CAL.

1817-1855 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE
Storage Distribution Drayage
Represented by Distribution Service

340,000 Square Feet 56 Motor Trucks
New York Chicago San Francisco

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.8 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

LOS ANGELES, CAL.

Make Westland Warehouses

Your Distribution Headquarters
in So. California

Member, A. W. A.,
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.
Service

Westland
Warehouses, Inc.
4814 Loma Vista Ave.,
Los Angeles, Calif.
Room 1305
38 So. Dearborn St.
Chicago, Ill.



OAKLAND, CAL.

OAKLAND WAREHOUSE TERMINALS

20th & CAMPBELL STS.

OPERATED BY MERCHANTS EXPRESS CORP.

SAME OWNERSHIP AS

Southern Pacific Terminal Warehouse

4TH & BERRY STS., SAN FRANCISCO

OPERATED BY WALKUP DRAYAGE & WAREHOUSE CO.

Modern buildings with lowest
insurance rates and largest fleet
of motor equipment in the bay
area.

Most complete and efficient
transbay service. Exclusive
contracts all railroad store door
services.

STORAGE & POOL CAR DISTRIBUTION OF
FURNITURE AND MERCHANDISE

MEMBER AWA

SAN DIEGO, CAL.

MODERN MERCHANDISE STORAGE AND DISTRIBUTION

SAN DIEGO
MUNICIPAL
WARE-
HOUSING
CORPORATION, LTD.

20-Car Capacity at Three Buildings Strategically Located. Private Sidings & Waterfront Dock Facilities, Giving a 985-Foot Dock Length and a Draft of 36 Feet. Customs, U. S. Warehouse Act, and State Bonded. Sampling, Sorting & Cleaning. Low Insurance. Pool Cars Handled. Specialize in Cotton, Beans, Grain, Wool, Canned Goods, Paper, Sugar, Nails and Pipe. Motor Freight Terminal. Frank C. Seehorn, Manager. 1265 HARBOR ST.

SAN FRANCISCO, CALIF.

FARNSWORTH & RUGGLES

(Established in 1859)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE
Pool Car Distribution Motor Truck Fleet
Terminal at First, Brannan and Federal Streets
In the heart of the shipping district

SAN FRANCISCO, CALIF.

GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH
OVERLAND FREIGHT TRANSFER CO.
AND
TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

THE HASLETT WAREHOUSE CO.

280 Battery St., San Francisco
Operators of the most complete warehouse and distribution system in the San Francisco Bay area.

STORAGE—CARTAGE—COLD STORAGE (OAKLAND)
FIELD WAREHOUSING—FAST TRANSBAY DELIVERY SERVICE
S. M. HASLETT, President
Member American Warehousemen's Assn.
Member American Chain of Warehouses, Inc.

comer in this branch of traffic." And there's No. 12 from a warehouse representative,

SAN FRANCISCO, CAL.



**Complete
Warehousing
Service**
for
**General Merchandise
Liquors - Drugs**

Draying, Pool Car Distribution, Office Accommodations
and Telephone Service

SAN FRANCISCO WAREHOUSE COMPANY
625 Third St. Sutter 3461

Member: American Warehousemen's Association
Distribution Service, Inc.

DENVER, COL.

We offer a complete service—Merchandise and
Household Goods Storage, Pool Car Distribution,
Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a
statewide daily motor freight service under regulation of
the Public Utilities Commission.

Connections with Interstate Truck Lines to
Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug
Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.

1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. C. W. A.—W. A.

SANTA ROSA, CAL.

ALEXANDER'S
In Santa Rosa for
**FIREPROOF STORAGE,
MOVING—PACKING
and SHIPPING**
A St., at 2nd



PUEBLO, COLO.

**BURCH WAREHOUSE AND
TRANSFER CO. INC.**

General Office and Warehouse
200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

Household and Merchandise Storage

PACKING AND SHIPPING

Member of N.F.W.A.—A.W.A.—Colo. W.A.

SO. PASADENA, CAL.

EST. 1913

**ONEONTA
TRANSFER AND STORAGE**

812 FREMONT AVENUE

Coast to Coast Motor Van Service

Complete Moving and Storage Facilities

BRIDGEPORT, CONN.

E. G. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.
1337 Seaview Avenue



STORAGE AND DISTRIBUTION DAILY THROUGHOUT CON-
NECTICUT AND MASSACHUSETTS. PRIVATE DOCK AND
RAILROAD SIDING. SPECIAL FACILITIES FOR MOVING,
PACKING AND SHIPPING OF HOUSEHOLD EFFECTS.
WAREHOUSES AT SPRINGFIELD, MASS. AND HARTFORD,
CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.

VENTURA, CAL.

POOL CAR DISTRIBUTION

Established 1881

**VENTURA
TRANSFER
COMPANY**

Two Brick & Concrete Buildings for Storage
and Distribution of Household Goods. Motor
Truck Service.

Members of NFWA—YVA—CalV&SA

Send Inquiries to P. O. Box 296

GREENWICH, CONN.

DRINKWATER SONS, Inc.

Offices

**NEW CANAAN, CONN.
BEDFORD, N. Y.
PORT CHESTER, N. Y.**

122 RAILROAD AVE.

2 WAREHOUSES

STORAGE, MOVING

50 Years in Business

Member N.F.W.A. C.W.A.

Agents for Allied Van Lines, Inc.



DENVER, COL.

**North Denver Transfer
and Storage Company**

Modern Merchandise Warehouses

A dependable agency for the
distribution of merchandise
and manufactured products.

Storage Cartage
Forwarding Distributing

Centrally Located

Free Switching

Office: 2016 Blake Street, DENVER, COLORADO



**ATTENTION
DISTRIBUTORS**

HAVE YOU NOMINATED A
WAREHOUSE EXECUTIVE
FOR IDENTIFICATION?
Read the Bottom Line

HARTFORD, CONN.

E. G. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.
252 Asylum Street, Hartford, Conn.



STORAGE AND DISTRIBUTION DAILY THROUGHOUT CON-
NECTICUT AND MASSACHUSETTS. PRIVATE DOCK AND
RAILROAD SIDING. SPECIAL FACILITIES FOR MOVING,
PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT
SPRINGFIELD, MASS. AND BRIDGEPORT, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.

NEW HAVEN, CONN.

STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, fur-
niture—23 buildings—Low in-
surance rates—15 car siding—
Central location—Daily truck
delivery service covering Con-
necticut and southern Massachu-
setts—Bonded with U. S. Cu-
stoms.

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, CWA, MTA

of C, New Haven Chamber of Commerce,

Hauling member Allied Van Lines, Inc.



who writes—"We nominate for the spot a Traffic Manager who has held the same job

NEW HAVEN, CONN.



M. E. Kiely, Mgr.
DAVIS STORAGE COMPANY
 335 East St., New Haven, Conn.
Modern Fireproof Merchandise Warehouse.
 Private seven-car Siding, adjacent to Steamship and R. R. Terminals.
 Pool and stop over cars distributed.
 Motor Truck Service to all towns in Connecticut.
 Low Insurance Rate. Prompt, Efficient Service.

NEW HAVEN, CONN.



PAUL A. DAHLGARD, Owner
West Haven Trucking Company
Storage Warehouses
 Offices, 435 Congress Ave.
 Household Goods, Storage, Packing,
 Shipping, Receiving

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON AND VICINITY

Security Storage Company

OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

Members, NFWA, AWA, AFL
 Canadian, British, French & German Assns.

1140 Fifteenth Street, Washington
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WASHINGTON, D. C.

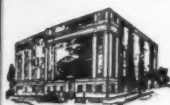
J. P. ROGERS, Pres.

CALVERT & ROGERS, Incorporated

General Merchandise Storage & Distribution

Pool Car Distribution & Hhg. Moving—Specialties—
 Refrigerators—Stoves—Washers—Motor Oils, Etc.
 Private B.&O. Siding, Langdon, D. C.

WASHINGTON, D. C.



FEDERAL STORAGE COMPANY

1707 FLORIDA AVENUE

E. K. MORRIS, President (See Page Advertisement Directory Issue)
 Member—National Furniture Warehousemen's Association

WASHINGTON, D. C.

FIDELITY STORAGE

1420 U Street, Washington, D. C.

Packing, Shipping, Inter-City Removals, Silver Vaults

Member of A.W.A.—N.F.W.A.

(Continued from page 46)

had to transport their bulbs to other sections of Florida for storage.

By storing daffodil bulbs in cold storage at 50 deg. F. for a month or more in August and September just before planting them in the pots or flats in which they were to be forced in the greenhouse, an earlier bloom can be obtained. Thanksgiving daffodils are possible, and it is comparatively easy to have plenty of fine quality daffodils by Christmas.

New Orleans Switching Charges o o o

RAIL carriers serving the port of New Orleans are arranging to amend their tariffs effective June 1 whereby they will limit maximum switching absorption on export and import traffic to \$6.30 per car.

The New Orleans Belt Railroad acting as the switching medium between the carriers and the docks has for some years past maintained a switching rate of \$6.30 per car but recently indi-

for 32 years, during which time his company has grown from nothing to one of the

WASHINGTON, D. C.

Modern Fireproof Building

LONG DISTANCE MOVING

PACKING STORING SHIPPING



SMITH'S

TRANSFER & STORAGE CO., INC.
 1313-15-17-19-21 You Street, N. W.
 Member—Mayflower Warehousemen's Association

WASHINGTON, D. C.

GENERAL MERCHANDISE STORAGE

Pool Car Distribution—
 City Delivery Service

Direct Switching Connections into Warehouse
 Pennsylvania Railroad

TERMINAL REFRIGERATING & WAREHOUSING CORPORATION

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

THE TERMINAL STORAGE COMPANY OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.
 Member of American Warehousemen's Association.

WASHINGTON, D. C.

Established 1901



UNITED STATES STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 106)
 Member of N.F.W.A.—W.W.A.

JACKSONVILLE, FLA.

A. H. Laney, Pres. & Mgr. W. W. Delcher, Sec. & Treas.

LANEY & DELCHER STORAGE CO.
657 East Bay St.Merchandise Storage and Pool Car Distribution
Negotiable and non-negotiable receipts issued.
FIREPROOF WAREHOUSE—LOW INSURANCE RATES**JACKSONVILLE, FLA.**

FLORIDA'S LARGEST WAREHOUSE

UNION TERMINAL WAREHOUSE COMPANY
East Union and Ionia StreetsMerchandise Storage—Custom Bonded—Pool Car Distribution
Reconsigning—Trucking Service—Trackage 52 Cars
Reinforced Concrete—Sprinkler System—A.D.T. Service
Insurance Rate 12 Cents
Rental Compartments—Sub-Postoffice, Western Union Tel.
Members A.W.A.—A.C.-W.—J.W.A.**MIAMI, FLA.**

C. A. Burnet, Pres.

Sid Cox, Secy.-Treas.

**C. A. BURNET WAREHOUSE
& TRANSFER CO., Inc.**
20-26 N.E. 11th St.Largest Commercial Storage Warehouse
in Miami. Five Stories absolutely
Fireproof—Private Siding.

Centrally Located to Jobbing Trade—Building A.A.A. Construction

MIAMI, FLA.

W. M. KELLEY, Pres. & Mgr.

ROBBINS WAREHOUSING and DISTRIBUTING CO., Inc.

1109 N.W. 22nd St.

Fireproof and hurricane proof warehouse
Private Siding Seaboard Air Line Ry.
Merchandise Storage and Pool Car Distribution
Low Insurance Rate**MIAMI BEACH, FLA.****Washington Storage Co., Inc.**

1001 Washington Avenue

Moving—Packing—Shipping—Storage

Members NFWA, SOWA

PENSACOLA, FLA.

W. A. Ray, Pres. & Mgr. M. Ray, Sec.-Treas.

The Bonded Warehouse Company

Handling merchandise in brick buildings sprinklered, on private siding L&N (B-car capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Act bonded.

For merchandise and household goods we have at 711 Jefferson St. 35,000 sq. ft. Consign CL Shipments via L&N; LCL via L&N-Frisco. Specialize in sugar, autos, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

PENSACOLA, FLA.

H. P. Ferriss, Pres. H. W. Ferriss, Mgr.

**FERRISS WAREHOUSE and
STORAGE CO.**Merchandise and Household Goods Storage
Pool Car Distribution on private siding
L & N Ry.—Free switching from Frisco**TAMPA, FLA.**

WILLIAM J. EVE, Manager

WAREHOUSE, INC.
BONDEDCARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION

Morgan and Water Streets, Tampa, Florida

cated that due to advancing operation costs it would arrange to increase its switching charge to 1½ cents per 100 lbs. with a minimum of \$7.00 per car and a maximum of \$10.00 per car. Impending action of the New Orleans terminal railroads to limit their switching absorption in face of an increased charge by the New Orleans Belt Railroad means that switching costs in excess of \$6.30 per car will be charged either to shippers or consignees.

Import Wool Proposal o o o

THE standing rate committee of the transcontinental railroads has approved a proposal to reduce the less carload rates on import wool to rate bases 1, 2 and 3 points by 11 cents per 100 lbs.

In making its recommendation the committee indicated that steamship lines operating direct from Australian to Atlantic ports quote the same rate on wool to any interior destination absorbing out of such rate whatever the cost may be for transportation from the port of discharge to destination.

To be competitive with this practice, steamship lines operating from Australia to Pacific ports in order to handle import wool overland to the eastern destinations must quote the same through rates and accept whatever is left after paying the rail charges.

The reduction of 11 cents is equivalent to the emergency surcharge which was blended into the base rate effective Dec. 24 last.

The committee feels that inasmuch as the emergency surcharge under the practice in question was paid by the trans-Pacific steamer lines rather than by the shipper or the consignee, the 11-cent addition to the base rate should be cancelled.

Broom Corn o o o

Government scientists are trying to develop a kind of broom corn which would make good brooms and also yield seed palatable to livestock.

\$700,000 Freight Charges o o o

The recent \$4,500,000 order placed by the Panhandle Eastern Pipe Line Co. will bring the freight charges up to about \$700,000. The order consists of 285 miles of 18-inch, 22-inch and 24-inch diameter pipe, totaling 65,000 tons.

Lower Liquor Rates o o o

Effective May 1, lower rail rates maintain on imported liquor. On 30,000-pound carloads, the old rate was 84 cents per 100 pounds from New York to Chicago; the new rate is 74 cents. On 40,000-pound carloads, the old rate (same two points) was 73 cents per 100; the new rate is 65 cents. Both new rates apply on alcoholic liquors in glass and cases and in bulk and barrels.

The reductions were arranged in order to maintain the recognized relationships with domestic liquor rates on which the official territory carriers have reduced rates, effective May 1. The new domestic rates from New York to Chicago on 30,000-pound carloads is 70

(Continued on page 53)

biggest outfits of its kind in the United States. In the early days of the AWA and

TAMPA, FLA.

"Your Tampa Branch House"

CALDWELL

BONDED
WAREHOUSES

MERCHANDISE
Storage & Distribution
Fireproof Buildings
Waterfront Whse. and
Private Docks

U. S. CUSTOMS
Bonded Storage
Government Storekeeper
retained permanently.
Normal temperatures for
Wines and Liquors.

HOUSEHOLD
Moving & Storage Agents
Aero Mayflower Transit
Co.
National Long Distance
Movers

Members Mayflower Warehousemen's Assn.
American Chain of Warehouses

ATLANTA, GA.

BONDED

General Warehouse & Storage Co., Inc.
272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers
Remittance made day received
Store door delivery—Re-packing—Re-shipping

MERCHANDISE DISTRIBUTION
Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

H. W. Gullatt, Pres.

M & M WAREHOUSE CO.
29 HAYNES ST. N.W.

General Storage—Pool Car Distribution
Concrete Sprinklered Warehouse

Call on us for any usual or unusual service in connection with your warehousing
or distribution problems. We can help you.
Consign via any R.R.—Private Siding A.B.&C. Ry.
Represented by American Chain of Warehouses

TAMPA, FLA.

"The Safest Place in Tampa"

LEE TERMINAL



MERCHANDISE STORAGE

Pool Car Distribution—Rail & Water Con-
nections—Clean dry storage space—Night
and day Watchman. Negotiable receipts
issued. Invoicing accurately done. Every
service required of a Branch House.

HOUSEHOLD GOODS

Storage—Moving—Packing—Ship-
ping. Make your consignments to us and
be assured of entire satisfaction. Agents
ALLIED VAN LINES, National Furniture
Movers, Corporation Employee Moves
solicited.

Lee Terminal Service combines a warehouse building so con-
structed as to enjoy Tampa's Lowest Insurance rate. Ideally
located for economic distribution. The utmost care is given all
shipments and collections are made and remitted promptly.

Members AWA—NFWA—SoWA

Represented by DISTRIBUTION SERVICE, INC.

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses
A. D. T. Service Member: A. W. A.

ATLANTA, GA.

Contact our offices in Atlanta, Augusta, Washington and New York for
any long distance household goods movements you have. Commission
Agents wanted.

WEATHERS BROS. TRANSFER CO., Inc.

Merchandise and Household Goods Storage
Pool Car Distribution of Merchandise and
Household Goods

Specializing on Long Distance Household Goods Moving
Operators of Our Own Equipment in 38 States

AUGUSTA, GA.

AIKEN, S. C.

F. L. Harrison, Pres.

RELIABLE TRANSFER CO.

General Merchandise Storage and Distribution

Household Goods Storage, Packing, Shipping
Pool Car Distribution

Direct R.R. Siding A. C. L., C. & W. C. R.R.

SAVANNAH, GA.

Savannah's only bonded warehouse

**SAVANNAH BONDED WAREHOUSE & TRANSFER
COMPANY.**

BAY STREET EXTENSION & CANAL.
Post Office Box 1187

General Storage—Distribution—Reconsigning
Custom House Brokers—Custom Bonded
Regular steamship service from principal
Eastern, Western & Gulf ports—track con-
nections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—So.W.A.

TAMPA, FLA.



TAMPA UNION TERMINAL, INC.

TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern
combined General and Cold Storage Warehouse. Building of Reinforced
concrete with sprinkler system, low insurance rates. Private railroad
sidings served by SAL and ACL. Private Docks. Special attention
given Pool Car Distribution. Internal Revenue and U. S. Customs
Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"

Member American Warehousemen's Association

ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

Atlanta Service Warehouse

223 Spring Street, S. W.

Merchandise Warehousing

Pool Car Distribution

Cm. of Ga. Ry. Trackage

Members A.W.A.

"Service" Is Our Middle Name

ATLANTA, GA.

BONDED SERVICE WAREHOUSE

432-434 Marietta Street

BONDED

FIREPROOF STORAGE

MERCHANDISE

AND HOUSEHOLD GOODS

POOL CAR DISTRIBUTION

HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

HONOLULU

Consign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.

Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Shipping Services Arranged

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding

Negotiable Warehouse Receipts Issued

Pool Car Distributors


304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

particularly during the brief period when the National Distributors Association was

CHICAGO, ILL.

A National System of  Warehousing

NEW YORK

ALLIED DISTRIBUTION INC.

CHICAGO

11 WEST 42ND ST. PENN. 6-0968

1525 NEWBERRY AVE., MON. 5531

CHICAGO, ILL.

Combine your Chicago Office
and your Warehouse

at **ANCHOR.** The best

location in Chicago—across the street from Tribune Tower and
only three minutes from the loop.

You will find here every facility for the efficient storage and dis-
tribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection
with all railroads eliminating cartage. Private switch on C&NW
Railway—delivery platform *inside* the building—private dock on
Chicago River *outside* all bridges—lighterage connection with
rail lines eliminating switching delays.

ANCHOR STORAGE CO., 219-229 East North Water Street

CHICAGO

Represented by

DISTRIBUTION SERVICE, INC.

CHICAGO, ILL.

CHICAGO'S LOOP WAREHOUSE

C & A TERMINAL CO.

358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R.
Tunnel connection all railroads for L.C.L. shipments. Next door Parcel
Post Bldg. for economical and speedy handling of Parcel Post shipments.

CHICAGO, ILL.

MODERN WAREHOUSES

UNIQUE
IN CHICAGO!

CENTRALLY
LOCATED

UNION FREIGHT STATION
UNDER SAME ROOF

UNEXCELLED
FACILITIES

Central Storage
& FORWARDING COMPANY

2001 West Pershing Road

Telephone: LA Fayette 5678

CHICAGO, ILL.



**DOWNTOWN
WAREHOUSE**

Most Centrally Located
2 Blocks from New Union Station
**CANAL &
HARRISON STS.**
Tunnel and Trap Car
Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

**SOUTH SIDE
WAREHOUSES**

5801-5967 West 65th St.

Capacity 1200 Carloads
Insurance Rates as Low as 12c.



CHICAGO'S MOST MODERN WAREHOUSES

Also operate three modern warehouses in Kansas City and the
Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

active, he religiously attended these meetings but in these more recent affluent years,

CHICAGO, ILL.

Assault Location.
Modern Warehouse.
Excellent Shipping
Facilities.
Delightful Office
Special Equipment.
Economical Service.
No cartage expense on
outbound L. C. L.
Freight.
1455 W. 37th St.

DIETRICH

WAREHOUSING Company

1455 W. 37TH ST.

CHICAGO, ILL.

NUFF SED

Ship Household Goods to Pacific Coast
via

EMPIRE FREIGHT COMPANY, Inc.
53 W. Jackson Blvd. Chicago

CHICAGO, ILL.

W. F. CARROLL, Pres.

J. J. BARRETT, Gen. Mgr.



EMPIRE

MAINTAINS A
STANDARDIZED SERVICE

• For almost fifty years EMPIRE Service has been preferred by companies desirous of giving the household effects of employees, transferred to or from Chicago and suburbs, the very best of care and service.

LONG DISTANCE REMOVALS
PACKING AND SHIPPING BY RAIL
STORAGE FOR HOUSEHOLD GOODS AND MERCHANDISE
(CITY-WIDE SERVICE)

EMPIRE WAREHOUSES, Inc.

General Offices: 5153 Cottage Grove Ave., CHICAGO-ILLINOIS

(Continued from page 50)

cents, compared with 84 cents, the previous rate. On 40,000-pound carloads the new rate is lowered to 67 cents from 76 cents.

These reductions are proportionately applied from and to other liquor origination and destination points in official territory, resulting in the 40,000-pound carload rate from Peoria to New York being reduced from 81 to 71 cents.

Dog Food o o o

Dog food making is now a full-fledged industry. The Institute of American Meat Packers is recognizing the fact by putting the business in a division of its own with a director who will devote his entire time to canine feeding.

Sulphur o o o

Texas and Louisiana produced more than 95% of the 2,000,000 tons of sulphur mined in the United States in 1936.

Sulphuric acid, used to delint cotton seed, makes the seed plant easier, germinate quicker and produce stronger plants.

New York Grain o o o

THERE is a possibility that Canadian grain now in store at New York City may be moved to the United Kingdom notwithstanding the fact that it would be subject to a duty of 6 cents per bushel.

(Continued on page 94)

he spends his spare time running a comfortable farm located not so far from his

We offer Yes! U.S. CUSTOMS BONDED Storage Space

One of our six modern, sprinkler protected warehouses contains an entire floor devoted to *Bonded Merchandise Storage*! Where all merchandise entered is handled in strict accordance with U. S. Customs Service Requirements.

Let us explain in detail, this and many other attractive features of our service.

Write today for interesting illustrated folder "Currier Lee Answers."



ASK US

About your
Warehousing
Problems

WE KNOW
THE ANSWER

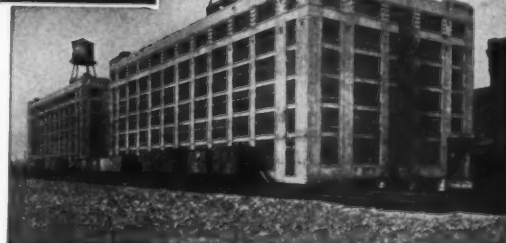
CURRIER-LEE WAREHOUSE CO.

General Offices 427 Erie St., Chicago, Ill.

CHICAGO, ILL.

Member A. W. A.

COMPLETE WAREHOUSING AND DISTRIBUTING SERVICE



GRISWOLD-WALKER-BATEMAN COMPANY

1525 Newberry Ave.

Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RRs.). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

CHICAGO, ILL.

RALPH J. WOOD, Pres.

MORRISON C. WOOD, Treas.

For Shipments to the South Side's Finest Residential Districts
CONSIGN TO**The Lincoln Warehouse Corporation**

Main Office and Warehouse—4259 Drexel Boulevard

"43 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted

Member N.F.W.A.

CHICAGO, ILL.

**MIDLAND**

Offers

**LARGE AND SMALL SHIPPERS
THREE MODERN MERCHANDISE
WAREHOUSES**

at

CHICAGO

With convenient locations

For Local Trade.

With excellent transportation facilities

for National Distribution

Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads, no trap car, tunnel or cartage service or charges on in or out-bound LCL shipments. Receiving stations of Express, Freight Forwarding, Electric and Boat Lines on premises.

With a complete warehouse organization

fully equipped to handle merchandise rapidly and economically

Let Us Quote on Your Requirements

MIDLAND WAREHOUSES, INC.1500 SOUTH WESTERN AVENUE,
CHICAGO, ILL.

Service that meets today's distribution needs—backed by more than 25 years experience.

RAILWAY TERMINAL & WAREHOUSE CO.

444 West Grand Avenue, Chicago, Illinois

ONTARIO WAREHOUSE CO., 425 WEST ONTARIO STREET

Two warehouses close to the Loop • Direct railroad connections • Office and warehouse space to rent • U. S. Customs Bonded Storage • Loans on standard merchandise • Low in-

surance rates • Direct tunnel service • Special facilities for the storage of wines.

Write for information on services to meet your individual needs.

CHICAGO, ILL.

"Chicago's Leading Warehouse"

SENG WATERWAY WAREHOUSE CO.

310 West Polk St.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage.

office, which is located in the headquarters plant. Speaking of the farm, he was

The Parade of New Products

(Continued from page 13)

Chr. Hansen's Laboratory, Inc., Little Falls, N. Y., manufacturer of Junket tablets and ice cream mix, has started a new plant that will be assembled with glass blocks throughout in place of windows. The entire basement will be a cold room with a temperature of 30 deg., maintained the year round.

• • •

American Cereal Food Corp., Clinton, Mass., has placed a new breakfast food on the market called "Weetabix." The product is said to consist of "toasted 100 per cent whole wheat flakes."

• • •

F. W. Fitch Co., maker of Fitch's shampoo, Des Moines, Ia., has purchased a plant in Bayonne, N. J., and will commence operations immediately. The branch is intended to serve New York, New England and the eastern seaboard territory as well as to handle foreign shipments.

• • •

Kolynos Co., New Haven, Conn., has decided not to move to another city, although it had formerly planned to do so.

• • •

Allied Products, Inc., producer of perfume, cosmetics and toilet preparations for distribution to the private brand trade, has leased in a \$750,000 executive office transaction, the forty-seventh floor comprising 16,000 sq.ft., in the R.C.A. Building, Rockefeller Center, New York City. The company's laboratories are housed in seven large buildings at Suffern, N. Y. An eighth structure is nearing completion.

• • •

C. L. Hartmann Corp., Rochester, N. Y., has purchased the canning plant formerly operated by the Dairymen's League in Macedon, N. Y., which will be equipped for operation of a complete vegetable cannery.

• • •

Harold H. Clapp, Inc., manufacturer of baby foods, plans to move from Rochester, N. Y. Trumansburg, in Tompkins County, may be the new home of the company.

• • •

Doyle Mfg. Co., Los Angeles, Cal., has leased a one-story building at 13th Ave. and Jasper St., Kansas City, Mo., to manufacture small animal food. The plant will have a capacity of 1,500 cases per day.

• • •

Schlitz Brewing Co., Milwaukee, Wis., will open new plants at Wheeling, Charleston and Bluefield, W. Va. Each plant will involve expenditure of about \$75,000 and will have forces of from 30 to 50 men. Bulk beer will be shipped from Milwaukee in 60 gal. aluminum drums. The company has reopened its Memphis, Tenn., plant which has been closed since 1909. It will be used for bottling.

• • •

Quisenberry Feed Co., Kansas City, Mo., has brought out the Green Gold dog food, said to be rich in vitamins A, B, D, E and G, and contains a high percentage of proteins, with a proportionate fat content.

(Continued on page 93)

NAVIGATION NOW IN FULL SWING

NATIONAL TERMINALS

Located at the mouth of the Chicago River and on private slip adjoining. We stevedore boats operating direct from Europe, motorships direct from Eastern Seaboard, and barges from New Orleans, all with regular service, from now on until end of the season. 2500 feet of dockage.

These various water carriers combined with our warehousing facilities offer great savings in distribution costs. One and one-half million square feet in sprinklered buildings with track capacity for 150 cars; direct tunnel connections with all railroads and ample truck loading platforms.

Space leased for offices, storage and light manufacture. Storage in transit. Pool car distribution. United States Customs Bonded Warehouse—Internal Revenue Warehouse.

Other

NATIONAL TERMINALS CORPORATION FACILITIES

CLEVELAND - National Terminals Corporation
MILWAUKEE - National Terminals Corporation
TOLEDO - National Terminals Corporation
INDIANAPOLIS - Indiana Terminal and Refrigerating Company
EAST CHICAGO, IND. - East Chicago Dock Terminal Company
NEW YORK OFFICE - 25 Beaver Street (Phone: Hanover 2-1172)

NORTH PIER TERMINAL COMPANY

589 EAST ILLINOIS ST.

CHICAGO, ILLINOIS



CHICAGO, ILL.

Soo Terminal Warehouses

519 W. Roosevelt Road
Merchandise Storage—Pool Car Distribution
COOL TEMPERATURES—CANDY STORED ALL YEAR
Ground Floor Warehouse Space with or without
Offices. Trackage—Free Switching—Fireproof
Represented by
National Warehousing Service
"THE
ECONOMICAL
WAY"



CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

CHICAGO, ILL.

WERNER BROS. KENNELLY CO

STORAGE
MOVING
PACKING
SHIPPING

M. H. KENNELLY, President

Your Chicago Shipments given preferred attention. Pool cars handled on our own switch track.

Consign C. M. St. Paul & P. R. R. . . .
Wilson Ave. Branch.

CONTAINER SHIPMENTS SOLICITED

Warehouses Conveniently Located

2815 Broadway
4917 Broadway
7613 N. Paulina St.
4615 Clifton Ave.

PARK BRANCH
1750 N. Clark St.
Opposite Lincoln Park

TRAFFIC DEPT.
3153 N. Halstead St.

MAIN OFFICE:

2815 BROADWAY, CHICAGO, ILLINOIS

surveying his acres last summer riding his favorite horse and in imitation of the

CHICAGO, ILL.

A Half Million Feet of Modern Warehouse Space

In Chicago's finest warehouse. Clean, light, airy, and in addition, offering every advantage for efficient receiving, shipping and reshipping. Spacious loading and unloading platforms—track space for 360 railroad freight cars—70 foot covered driveways practically surrounding the building.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

WESTERN WAREHOUSING COMPANY
323 West Polk Street Chicago, Ill.

DANVILLE, ILL.

C. B. Hall, Pres. M. P. Hall, Sec. & Treas.

DANVILLE TRANSFER & STORAGE CO.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads. American Warehouse Association. Members Illinois Furniture Warehousemen's Association. Members Illinois Furniture Warehousemen's Association.

DECATUR, ILL.

Decatur Warehouse Company

(Shumate Transfer)
20-30 INDUSTRY COURT
TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED : : LICENSED : : INSURED CARRIERS

DECATUR, ILL.

SINCE 1892

HAMMAN
BROS.
TRANSFER & STORAGE CO.

Office—601 E. WILLIAM ST.

Member of A.W.A.—N.F.W.A.

Decatur's Pool Car Distributors

Spot stock storage deliveries. Merchandise and Household Goods Storage. Private siding and free switching WITH PROTECTION IN THE ONLY FIRE-PROOF WAREHOUSE IN THE CITY. Lowest fire insurance rates. Pick up and delivery service maintained via our freight terminal.

JOLIET, ILL.

Telephones 501 and 502

Joliet Warehouse and Transfer Company

Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West. Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago. No switching charges. Chicago freight rates apply.

PEORIA, ILL.

All Points of the Compass



Peoria is the logical center of distribution for Illinois. We will be pleased to explain our service and facilities.

Our Dependability Your Assurance of Satisfaction

Member of A. W. A.

FEDERAL WAREHOUSE CO.
Adams and Oak

PEORIA, ILL.

NATIONAL WAREHOUSE CO.

Est. 1920

1323 SO. WASHINGTON ST.

- Merchandise Storage
- Pool Car Distribution
- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

ROCKFORD, ILL.

BARTLETT WAREHOUSE

Modern Plant C.&N.W. Siding Free Switching
"Sparkling Service"

502-514 Cedar St. Phones: Main 133, 134

ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES
160,000 POPULATION — RATE BREAKING POINT
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS

FEDERAL BARGE LINE TERMINAL

C. B. & Q. SIDING—FREE SWITCHING

ROCK ISLAND TRANSFER & STORAGE CO.

Member of A. W. A.—N. F. W. A.

EVANSVILLE, IND.



With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

MEAD JOHNSON TERMINAL CORP.
EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"

FORT WAYNE, IND.

FORT WAYNE STORAGE CO. [WITH MIGHT AND MAIN]
[THE SAME]

FIREPROOF AND NON-FIREPROOF BUILDINGS.
Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;
Wabash R. R.—Private Sidings—Pool Car Distribution

former Prince of Wales, put the horse over the jumps, resulting in a bad fall and a

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.

"Fireproof" Buildings

STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries
Private siding

HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

JOHNSON

Transfer and Fireproof Warehouse

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas Str.

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

HENRY COBURN

STORAGE and WAREHOUSE CO.

Merchandise Storage, Distribution, Trucking

Leased Space—Offices—Low Insurance

Loans on Receipts

INDIANAPOLIS, IND.

Indianapolis Warehouse and Storage Co.
330 West New York St. Indianapolis, Ind.Merchandise Warehouse, Brick, Sprinklered, 80,000
Square feet, private siding C.C.C. & St. L. Pool Car Dis-
tribution. Lease Space. Office Space.

Member of A.W.A. - Ind. W. A. - Associated Warehouses, Inc.

Warehouse Loans

(Continued from page 21)

bills of sale, trust receipts, assignment of contracts, and many other devices, none of which affords the protection to the bank that the warehouse receipt used as collateral gives.

Banks and bankers who are not well acquainted with commodity loans do not always realize that loans may be made using warehouse receipts as collateral irrespective of the size of the loan, but once they understand that the prospective borrower may use the facilities of the public warehouse to store any amount of goods they quickly realize the simplicity, flexibility and economy of this method of inventory financing, and they are found eager to look for opportunities where loans can be made against warehoused goods.

The banker does not always realize the wide variety of raw materials or finished products that may be used as collateral for loans through warehouse receipts. The Federal Reserve Board's regulation concerning goods that may be made the basis of warehouse acceptance credit provides the goods must be "readily marketable staples"—that is, an article of commerce, agriculture or industry, which has a prompt and constant sale in the open commodity market, on which price quotations can be easily ascertained, and that is not in the nature of a specialty that may have a market one year and not the next.

Within the past few years the interpretation of what is a readily marketable staple or "goods ready for market" has had very liberal interpretation. It is recognized, of course, that products like cotton, wool, hides, iron, steel, copper, tin, lead, canned goods, butter, eggs, and many other standard products, both raw materials and finished articles are "goods ready for market." Unless

INDIANAPOLIS, IND.

Strohm Warehouse & Cartage Company

230 W. McCarty St.

Telephone Ri. 5513

General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

INDIANAPOLIS, IND.

Service That Satisfies

TRIPP WAREHOUSE COMPANY

1000 E. New York St.

Merchandise Storage, Distribution, Trucking

Private Siding C.C.C. & St. L.

Members A.W.A. Am. Chain Whse. Ind. W. A.

TERRE HAUTE, IND.

DISTRIBUTORS TERMINAL CORPORATION

Private R.R. Track Capacity 21 Cars connecting with all lines.

Merchandise Storage and Distribution a Specialty

Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse
License No. 12-4.

CEDAR RAPIDS, IOWA

CEDAR RAPIDS TRANSFER & STORAGE

FIREPROOF WAREHOUSE

ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING
AND DISTRIBUTION OF MDSE. AND H. H. GDS.

MOTOR FREIGHT TERMINAL

For Reputable Freight Lines

DAILY SERVICE IN EVERY DIRECTION

FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS
Special Warehouse for Farm Machinery and Heavy Equipment

DAVENPORT, IOWA

including Rock Island and Molins, Ill.

Ewert & Richter Express & Storage Co.

Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport.

Pool car distribution—Mdse. & H.H.G. with motor truck service—direct from our Combined Rail and Truck Terminal.

A. W., Inc.—A.W.A.—N.F.W.A.—Phone Dial—3-3653

Agents—Allied Van Lines, Inc.

DES MOINES, IOWA

BLUE LINE STORAGE CO.

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage

Private Siding—Free switch from any R.R. entering Des Moines

Members: A.W.A.—N.F.W.A.—I.W.A.—M.O.W.A.

DES MOINES, IOWA

Member American Chain of Warehouses

Fire
Proof
Ware-
house

9th
&
Mulberry

TRY OUR SUPERIOR SERVICE

40 years' warehousing nationally known accounts
gives you Guaranteed Service
Daily reports of shipments and attention to every detail.

DES MOINES, IOWA

ESTABLISHED 1890

White Line Transfer & Storage Co.

120 So. FIFTH AVE.

DES MOINES, IOWA

Moving; Packing; Shipping, Consolidators and Forwarders

Fireproof and Non-Fireproof Storage of

AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS

MERCHANDISE (All Kinds)

Private Sidings—Free Switching to and From All Lines Entering Des Moines

(Lowest Insurance)

Member: A. W. A., May. W. A., Ia. W. A., Mo. W. A.

badly broken ankle. For several months he hobbled around his office on crutches, but

MARSHALLTOWN, IOWA

IN THE HEART OF IOWA

FIRE PROOF STORAGE CO.

Church Street and First Avenue
Complete Distribution, Trucking and
Storage Facilities
56,000 SQ. FT. FLOOR SPACE
Contract Operators for All Rail Lines

MEMBER

WAREHOUSEMEN'S ASSOCIATION



25 MOTOR FREIGHT LINES

with overnight service within a radius
of 100 miles

MERCHANDISE STORAGE
•
POOL CAR DISTRIBUTION
•
PRIVATE RAIL SIDING
•

• Twenty-five motor freight lines operating from our terminal provide daily service to all points in Mason City's distribution area, thus enabling us to offer exceptional service—especially pool car distribution service—throughout the territory we serve.

• Complete rail service by all lines serving Mason City and their connections—interchange rail to truck, or truck to rail, under one roof.

• Modern reinforced concrete and steel fireproof building especially built for warehouse purposes and ideally located to serve all Northern Iowa and Southern Minnesota territory.

MASON CITY WAREHOUSE CORPORATION

MASON CITY, IOWA

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

DODGE CITY, KANSAS

JOHN PRESSNEY, Owner and Mgr.

THE DODGE CITY WAREHOUSE CO.

500 TRAIL ST.

**MERCHANDISE — HOUSEHOLD
GOODS and COLD STORAGE**

Distribute Pool Cars, Ship via RI or
Santa Fe Rys.
Member AWAM—Kas MTA



EMPORIA, KANSAS

EVERY MODERN
FACILITY

BAILEY'S

NEW

FIREPROOF STORAGE

MERCHANDISE — FURNITURE — COLD STORAGE
FIRE INSURANCE RATE 13c PER 100 PER YEAR
Private Siding — Free Switching — Sprinklered

the banker expects to use the loan secured by warehouse receipt as a basis for acceptance credit, he is not too much concerned with whether or not the warehouse goods on which he lends are "readily marketable staples." As long as the goods that he has accepted against the loan may be readily disposed of, he can do as he does grant accommodation to his customer beyond the usual open-line credit limits and grant that accommodation with the maximum of security to himself.

Since 1932 our company has built up a very substantial and profitable business based on the use of the warehouse receipt as collateral by acquainting bankers in the metropolitan area of the advantages of using this type of inventory financing to themselves and to their customers. We have at our terminal stores a long list of raw materials and finished products that are being used as the basis of warehouse credits. In addition to the usual warehoused goods—wines, liquors, canned goods, wool, chemicals, metals, textiles, etc.—there are others more unusual. Lead, tin, antimony ore, rope, binder twine, new office furniture, motorcycles, heavy duty machinery of all kinds, jewelry, watch cases, silver, platinum, postage stamps, marine motors, fire overcoats, bristles used in the manufacture of paint brushes, rifles and shotguns.

A number of manufacturing jewelers, and two rather well known retail jewelers, have for the past 3 years warehoused large stocks as a means of inventory financing. The retail jewelers find it more profitable to carry over surplus "staple" holiday goods rather than to sacrifice these goods at spring clearance sales. Over 10 thousand dollars worth of United States postage stamps (Farley stamps) are warehoused by stamp dealers who purchase special or discontinued United States stamps and hold these stamps for the increase in value that time brings. Two of the largest banks in the metropolitan area lend on these jewelry and postage stamp accounts. The balance of this business has come from other banks scattered throughout the area.

Banks Want Business

We have found a particularly profitable source of business to be the branch banks and small industrial or trade banks. One of these industrial banks regularly mails a small folder to manufacturers and merchants who deposit with them, calling attention to their readiness to extend accommodations on warehoused goods. This advertising has been successful in increasing the bank's loan volume, holding customers because they are giving a needed service and giving new business to the public warehouseman.

The efforts that have been directed toward acquainting bankers with the advantages of loans secured by warehouse receipts have been amply repaid by the volume of business that we have secured. And the great percentage of this business is newly-created business as far as the public warehouse is concerned; it is business that brings a profitable return for the services rendered, with little of the bother and expense of the usual distribution account. It has also called the attention of bankers to our facilities, and this has resulted in our obtaining business that ordinarily would not come to our warehouse on account of our location.

The interests of the banker and the warehouseman are close. As warehousemen we do play an important part in financing the business and industrial enterprises of the country. The revival of business will require enormous amounts of money for financing. Increased production, expanding sales, higher costs of labor and materials will all require that the manufacturer, the producer, the merchant, or the distributor obtain from their banks more credit than ever before. On the other hand, the restrictions imposed on the banks will operate to limit the open-line accommodations that may be granted and to emphasize the importance of loans secured by collateral and particularly loans secured by warehouse receipts as collateral based on goods stored in the public warehouses throughout the country.

(Concluded on page 61)

recently used the crutches for kindling wood. As a result of his cheerio personality,

RUTCHINSON, KANSAS

Aero Mayflower—A. W. A.

CODY
Transfer & Storage Co.

Fireproof Warehouse—Merchandise and Household Goods
Private siding — Free switching — Pool car distribution

KANSAS CITY, KANSAS

**INTER-STATE
TRANSFER AND STORAGE COMPANY
FIREPROOF WAREHOUSE
18th & MINNESOTA**

Packing, Moving, Storing and Shipping. Private Siding
Agent for Allied Van Lines, Inc.
L. J. CANFIELD, Proprietor Telephone Dr. 3420

TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

TOPEKA TRANSFER and STORAGE Co., Inc.
Established 1880

A.W.A. N.F.W.A.
FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY
CITY-WIDE DELIVERY SERVICE
Private Switch Connections AT & SF, CRI & P, U.P. and M.P.
Member of American Chain of Warehouses

WICHITA, KANSAS

**A Modern Distribution and
Warehousing Service
Brokers Office & Warehouse Co.**

Murray E. Cuykendall, Gen. Mgr.
Member of American Chain of Warehouses

WICHITA, KANSAS

Write or Wire



Cassell
TRANSFER & STORAGE CO.

WICHITA, KANSAS
Fireproof Storage and Sprinkler System

WICHITA, KANSAS



**UNITED
WAREHOUSE CO'S**
Merchandise Warehouses
Two Big
MARKETS



WICHITA, KANSAS ← → KANSAS CITY, MO.

LEXINGTON, KY.

**THE UNION
TRANSFER and STORAGE
COMPANY, Inc.
THREE LARGE
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY
MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE
Member American Chain of Warehouses

LOUISVILLE, KY.

**Most Centrally Located Warehouse and
Motor Truck Terminal in Louisville**

Our Service Is Our Sales Force
With a trained personnel and modern facilities for rendering efficient distribution service.
ASK YOUR CUSTOMERS HERE.
CHESTER BELL, Gen. Mgr.

KENTUCKY TERMINAL WAREHOUSE COMPANY
1101 West Kentucky St. Louisville, Ky.

LOUISVILLE, KY.

**LAMPPIN
WAREHOUSE COMPANY**

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square feet, Mill Construction, Sprinklered, private siding P.R.R. Distribution of pool cars.

LOUISVILLE, KY.

Louisville Public Warehouse Company
25 WAREHOUSES \$750,000 CAPITAL

Louisville Member
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.
Gen'l Mgrs. — H. H. Goods

LOUISVILLE, KY.

Ninth Street Public Warehouse

Warehousing in all its branches
Sprinklered Buildings—Most Centrally Located with Rail and Truck Sidings. I. C. Railroad.
MAIN AT NINTH

ALEXANDRIA, LA.

ALEXANDRIA IN THE HEART OF LOUISIANA



Bonded Brick & Concrete Warehouse. Storing, Packing. Pool Car Distribution. Agents Aero Mayflower Transit Co. Private Sidings L.&A.S., P.&R.I. Ry.

Carnahan's Transfer & Storage
Member of A.W.A.—May W.A.—S.W.A.



NEW ORLEANS, LA.

**Importers' Bonded Warehouse
(Member of A.W.A.)
and
Bienville Warehouses Corporation, Inc.
(Member of A.C.W.)
Office, 340 Bienville St.
NEW ORLEANS, LA.**

Complete Warehousing and Distribution Service for New Orleans and its territory.
200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana and the U. S. Government.

New York Representative
MR. J. W. TERREPORTE
250 Park Avenue
Telephone: Plaza 2-1235

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MR. W. H. KIDDY
53 W. Jackson Blvd.
Telephone: Harrison 1494

NEW ORLEANS, LA.

E. B. FONTAINE, Pres. & Mgr.

Commercial Terminal Warehouse Company

INCORPORATED

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage Forwarding Distributing
Bean Cleaning and Grading Fumigating

Office 402 No. Peters Street
NEW ORLEANS

LOUISIANA

NEW ORLEANS, LA.

Douglas Shipline Storage & Douglas Public Service Corps.



New Orleans, La.
Sprinklered storage—
1,050,000 square feet.
Mds. and Furniture.
Switch track capacity
—60 cars.
Nine warehouses convenient to your trade.
Loans made against negotiable receipts.
Trucking Department operating 55 trucks.
Insurance Rates 12c to 22c.

Represented by
Distribution Service, Inc.
New York Chicago
San Francisco

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.
Located on Mississippi River—Shipline connection.
Electrical unloading and piling devices provided to eliminate damage in handling.
Excellent switching connections, with all lines entering New Orleans.
INDEPENDENT WHE. CO., Inc.
New Orleans, La.

NEW ORLEANS, LA.

PELICAN STORAGE & TRANSFER

201 NORTH FRONT ST.

Complete Warehousing & Distribution Service.
Low Insurance . . . Switch Track Facilities
Motor Freight Terminal . . . Fumigation

NEW ORLEANS, LA.

Shipline Storage Company, Inc.

Commodity Warehouses

Mississippi River at St. Maurice Avenue Wharf

State Bonded

Low Insurance

Storage and Distribution in all its phases.

NEW ORLEANS, LA.

Standard Warehouse Co., Inc.

100 Poydras St., New Orleans, La.

Represented by

Associated Warehouses, Inc.

CHICAGO
Clyde Phelps
Franklin 6263NEW YORK
Douglas Miller
Murray Hill 2-7645

Complete Warehousing Service



SHREVEPORT, LA.

Terminal Warehouse & Transfer Co., Inc.

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered,
40,000 square feet; private siding on K.C.S. Distribution of
Pool Cars. Transfers Household Goods.

Member of A.W.A.—May W.A.—S.W.A.

BANGOR, MAINE

Agents for Allied Van Lines, Inc.

McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing



Rail and Water Connection—Private siding

Member
American Chain of Warehouses
American Warehousemen's Association
National Furniture Warehousemen's Association



PORTLAND, MAINE

Atlantic Storage & Warehouse, Inc.

P. O. Box 784

71 Kennebec Street

Warehousing and Distribution of General Merchandise except

goods detrimental to foodstuffs

Modern, fireproof construction

Sprinkler system protection

Insurance rate 16½c

Free switching with all railroads

Storage in transit privilege on flour, canned

goods, potatoes, paper and paper bags

Warehouse space for rent, office or desk room



BALTIMORE, MD.

For Details See Directory Issue
Distribution and Warehousing

BALTIMORE FIDELITY WAREHOUSE CO.

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses

Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding

Private Siding Western Maryland Railway

BALTIMORE, MD.

Thomas H. Vickery,
Pres.E. E. Bachman,
Sec'y and Mgr.

BALTIMORE STORAGE CO., INC.

N. W. Cor. Charles and 26th Sts.

MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR

THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents Maryland and Vicinity for

AERO MAYFLOWER TRANSIT CO.

Vans Coast to Coast

Canada and Mexico

BALTIMORE, MD.

CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of
The Baltimore & Ohio Railroad Co.

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore & Ohio Railroad

among warehousemen coast to coast. In other words, we like him and the good

BALTIMORE, MD.

FIDELITY**STORAGE CO.**

2104-6-8 MARYLAND AVE.

*Your Clients Efficiently Served
All Collections Promptly Remitted***MOTOR FREIGHT SERVICE**

Household Goods Pool Car Distribution Merchandise

Maryland Furniture Warehousemen's Association
National Furniture Warehousemen's Association**Baltimore's Modern Fireproof Warehouse**

MARTIN J. REILLY, PRES.

A. BERNARD HEINE, VICE-PRES.

Agent for Allied Van Lines, Inc.

BALTIMORE, MD.

Main Office: 400 Key Highway
Branch Offices: N. Y., Wash., Phila., Norfolk**DAVIDSON****TRANSFER AND STORAGE CO.**Offering the most complete Moving, Hauling and Freight Service in Baltimore
Handling Distribution of Nationally Known Products for 36 Years
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily
"U. S. Customs Bonded Drayman"

Member of N.F.W.A.—A.V.L.—Md.F.W.A.

BALTIMORE, MD.

First Class Facilities for First Class Service

RUKERT TERMINALS CORPORATION

1409-17 THAMES STREET

BALTIMORE, MARYLAND

8 MAJOR SERVICES CO-ORDINATED—Stevedoring . . . Cargo superintendence . . . Weighing and sampling . . . Custom house brokerage . . . Forwarding . . . Warehousing . . . Poolcar distribution . . . Financing.

BALTIMORE, MD.

McCORMICK**WAREHOUSE COMPANY**LIGHT AND BARRY
STREETS**BALTIMORE, MD.**

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service. Baltimore Port rates on CL via M & M T Co., from New England.

BALTIMORE, MD.

* AN ASSOCIATED

Terminal Warehouse Co.Operating four Modern Warehouses on tracks of
Pennsylvania Railroad Company.**Trucking Storage
Pool Car Distribution
Financing Bonded Space**Founded
1893Resources
\$750,000W
A
R
E
H
O
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S
E

(Concluded from page 58)

These conditions present opportunities for the warehousemen to secure new business—and it is new business—for millions of dollars of the assets of business in this country that are tied up in goods are in goods that usually never are stored in public warehouses. The necessity for greater credit coupled with the restrictions placed on banks in lending make it imperative that these goods be fitted for borrowing, that they be collateralized and that can be done best through the use of the warehouse receipt as collateral.

The advantages and the opportunities that the public warehouseman enjoys through the ready acceptance by bankers of warehouse receipts as collateral must be closely guarded. Nothing should be permitted to destroy the acceptability of warehouse receipts as collateral, and a close watch must be kept of efforts that will inevitably be made to find other devices that may eliminate the necessity of using the warehouse receipt as collateral in lending on raw materials and finished products.

**Merchants Co. in Boston Now
a Tidewater Terminal Unit**

AS announced briefly in the April DandW, management of Merchants Warehouse Company, owners of Fiske Wharf Stores in Boston, has been taken over by Boston Tidewater Terminal, Inc., and T. W. Haskell, Boston Tidewater's traffic manager, has assumed operation of the Merchants property, which is at 453 Commercial Street, in the heart of Boston's North End wholesale and business districts. The building has 200,000 square feet of storage space equipped with both elevator and whip service.

Mr. Haskell, who had had wide experience in shipping, transportation and warehousing, is devoting a substantial part of his time to Merchants but retains

products nationally distributed by his company." Incidentally, this firm has had the

BOSTON, MASS.

BANKERS**WAREHOUSE COMPANY**

General Offices: 24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage
N. Y., N. H. & H. Private SidingPool Car Distribution
Member Mass. W. A.

BOSTON, MASS.

SHIPPING TO BOSTON?

Use our complete facilities for the expert handling of household goods. Modern equipment for lift vans and containers.

T. G. BUCKLEY COMPANY 690 DUDLEY ST., BOSTON

ESTABLISHED 1880—FIFTY-SEVENTH YEAR.

Members—N.F.W.A.,—Mass. F. W. A.,—A.V.L.,—Can. W. A.

BOSTON, MASS.

CLARK-REID Co., INC.

GEO. E. MARTIN, President

GREATER BOSTON SERVICE

HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING

OFFICES { 380 Green St., Cambridge
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

BOSTON, MASS.

CONGRESS STORES, INC.

38 STILLINGS ST.

PERSONAL
SERVICEGENERAL
MERCHANDISE STORAGECENTRAL
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By
A.D.T. ServiceMember
Mass. Warehousemen's Assn.

BOSTON, MASS.

Established 1896

PACKING MOVING

D.W. DUNN CO.

STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES
CONTAINER SERVICE

48 Bromfield St. Member Mass. W.A. May. W.A. 3175 Washington St.

BOSTON, MASS.

FEDERAL WAREHOUSE, INC.

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R.
General Merchandise. Storage and distribution. Negotiable and Non-negotiable
warehouse receipts. Space reserved for merchandise requiring non-freezing tem-
perature.

Pool Car Shipments—Auto Truck Service

William F. Heavey, President and General Manager
Member American Warehousemen's Assoc.

BOSTON, MASS.

CHARLES RIVER STORES ALBANY TERMINAL STORES
131 Beverly Street 137 Kneeland Street
Boston and Walse R. R. Boston and Albany R. R.

FRANCIS FITZ WAREHOUSE, 30 Pittsburgh Street, N. Y., N. H. and H. R. R.

DIVISIONS OF

FITZ WAREHOUSE
AND
DISTRIBUTING CO.
GENERAL MERCHANDISE STORAGE

Free and Bonded Space — Pool Car Service
Successors to

FRANCIS FITZ CO. AND THE GENERAL
STORAGE DIVISION OF QUINCY MARKET
COLD STORAGE AND WAREHOUSE CO.

Roll and Motor Truck Deliveries to All Points in New England

Represented by

NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE. MON. 5531

BOSTON, MASS.

J. R. Nichols T. W. Haskell
Treasurer Manager

MERCHANTS WAREHOUSE CO.
FISKE WHARF STORES
453 Commercial St. Boston CAPitol 7760

STORAGE
32 Separate Fireproof Stores.
140,000 sq. ft. Free and Bonded Space.

DISTRIBUTION
Private Siding—Union Freight R.R.
Flat Boston Freight Rates Apply.

RESPONSIBILITY
Property Owned—No Encumbrance.

A.W.A. M.W.A.
American Chain of Warehouses, Inc.
250 Park Ave., N. Y. C. 33 W. Jackson Blvd., Chicago

his connection with Boston Tidewater, serving as traffic manager for the latter's Billerica Stores in North Billerica, Mass.

The new arrangement links Merchants with the nationally known chain of Tidewater terminals and docks and allied inland warehouses—at Newark, N. J., Philadelphia, Norfolk, Buffalo and Boston. These interests are headed by W. B. McKinney of Philadelphia who has succeeded the late Harvey C. Miller as president.

Wilson Succeeds Boice at N.E. Cold Storage

Kenneth C. Wilson has become business manager and secretary of the New England Cold Storage and Warehouse Co., Pittsfield, Mass., replacing Edward C. Boice, retired. Mr. Wilson came to Pittsfield from Albany where he was engaged in the coal business. He was with the Retail Credit Co., Saratoga Springs, before that.

Faulk Brothers Purchase O.K. at Shreveport

Ivey and W. C. Faulk of Monroe, La., have purchased the O. K. Storage and Van Co., Shreveport. There will be no change in the personnel of the O. K. company, except that Ivey Faulk will be in charge of it, spending half his time at Shreveport and the other half at Monroe. J. C. McClure, will continue as local manager of the company and will be secretary-treasurer of the new organization. The Faulk brothers bought the capital stock of the O. K. company and Ivey will be president and his brother will be vice-president. New truck equipment will be purchased.

Mott Retires from Warehousing

Announcement is made by C. Van Wyck Mott, who was vice-president of United States Storage Co., Inc., Washington, D. C., that he has retired from the public storage business to devote his time to managing his real estate properties. Mr. Mott was long a member of the National Furniture Warehousemen's Association and served at various times on the group's committee.

Creston Opens Enlarged Grand Rapids Warehouse

The Creston Transfer Warehouse and Storage Co., 1132 Monroe Ave., N. W., Grand Rapids, Mich., celebrated May 8 the opening of its new warehouse addition and general remodeling of the old warehouse. The changes provide loading facilities and storage space of 90,000 sq. ft., according to Fred Wiersum, owner and general manager.

The story of the Creston company is one of steady growth from a firm of two men with one truck to a concern operating a fleet of sixty-one trucks and trailer-trailers and employing more than sixty people, all in a period of less than two decades.

Two warehouses are maintained outside of Grand Rapids, one in Chicago and one in Detroit. They receive loads daily from basing points all over the Middle West.

Mr. Wiersum is now assisted by his son, T. W. Wiersum, Mrs. Ellen Johnson, who has been with the firm 12 yrs. as office manager, and Paul Swanson, train manager, 11 yrs. with the concern.

Business in 1936 for this company was three times greater than in 1935 and indications for 1937 are that at least 3,500 loads will be secured, providing the business of the first quarter should continue to increase.

Mr. Wiersum is also owner and general manager of the Kent Distributing Co., distributor for several well known Michigan breweries, as well as the Creston Motor Sales, agency for the Hudson cars.

courage and good judgment to be one of the first to use new forms of advertising and

BOSTON, MASS.

Hoosac Storage and Warehouse Company
Lechmere Square, East Cambridge, Mass.
FREE AND BONDED STORAGE
Direct Track Connection B. & M. R. R.
Lechmere Warehouse, East Cambridge, Mass.
Hoosac Stores, Hoosac Docks, Charlestown, Mass.
Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

WIGGIN TERMINALS, Inc.
50 Terminal St. Boston (29) Mass.
STORAGE
B. & M. R. R. N. Y., N. H. & H. R. R.
Mystic Wharf, E. Street Stores
Boston South Boston

BOSTON, MASS.

Established 1830
D. S. WOODBERRY CO.
P. O. Box 57, North Postal Station, Boston
FORWARDERS & STORAGE
Pool Car Distribution Specialists for New England
Boston & Maine R. R. Siding

FALL RIVER, MASS.

BOSTON, MASS.
NEW BEDFORD, MASS.
PROVIDENCE, R. I.
NEWPORT, R. I.
Direct R. R. Siding N. Y., N. H. & H. R. R.
Keogh Storage Co.
Gen. Offices: Fall River, Mass.
Gen. Merchandise Storage
and Pool Car Distribution
Local and Long Distance Trucking

FALL RIVER, MASS.

NEW BEDFORD, MASS.
WATUPPA, MASS.
Mackenzie & Winslow, Inc.
78 Fourth St.
General Merchandise
STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

NEW BEDFORD, MASS.

600,000 Sq. Ft. FLOOR SPACE
MODERN BUILDINGS COMBINED WITH A COMPLETE SERVICE FOR THE STORAGE AND DISTRIBUTION OF GENERAL MERCHANDISE.

STORAGE AND INDUSTRIAL SPACE FOR RENT OR LEASE
Furniture Storage, Packing & Shipping
NEW BEDFORD STORAGE WAREHOUSE CO.
MAIN OFFICE — 152 FRONT STREET

PITTSFIELD, MASS.

T. ROBERTS & SONS, INC.
Local and Long Distance Furniture Moving
Fireproof Storage Warehouses
Household Goods Storage — Packing — Shipping
Merchandise Storage and Distribution
Pool Car Distribution
DIRECT R. R. SIDING B. & A. R. R. OR ANY R. R.

SPRINGFIELD, MASS.

Atlantic States Warehouse and Cold Storage Corporation
385 LIBERTY ST.

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and B. & M. R. R.

Member { A. W. A. Daily Trucking Service to suburbs and towns within a radius of fifty miles.
M. W. A.

SPRINGFIELD, MASS.

E. G. Mooney, Pres. R. C. Reardon, Mgr.

Hartford Despatch and Warehouse Co.
214 Birnie Avenue



STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS, PRIVATE SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT BRIDGEPORT, CONN., AND HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.F.L.



DETROIT, MICH.



Central Detroit Warehouse

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse
Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 828
Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

COMMERCIAL WAREHOUSE, INC.
1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding 8 car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

your Bottom Line Editor speaks from experience. He managed an industrial motion

DETROIT, MICH.



Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

DETROIT, MICH.

JEFFERSON TERMINAL WAREHOUSE

Detroit 1900 E. Jefferson Ave. Michigan

MERCHANDISE WAREHOUSING and DISTRIBUTION

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.

LEONARD-DETROIT STORAGE CO.

Established 49 Years

STORAGE WAREHOUSES ALL OVER DETROIT

Local and Long Distance Removals
Foreign and Domestic Shipping

Main Office

2937 East Grand Boulevard

Telephone Trinity 2-8222



DETROIT, MICH.

Henry & Schram Storage & Trucking Company

"The Warehouse of Service"

Merchandise Storage—General Trucking
Car Load Distribution
Private Siding on

Wabash—Canadian Pacific—Pennsylvania
Pere Marquette Railways

Cartage Agents Wabash and Canadian Pacific Railways
"Your Interests Are Always Ours"

1941-63 W. Fort Street Detroit, Michigan

DETROIT, MICH.

HEWSON WAREHOUSE CO., INC.

803 Lawndale Ave.

GENERAL MERCHANDISE STORAGE

Let us solve your warehouse problems in this section—Specialized Personal Service—We own and operate our own fleet of motor trucks—Distribution.

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.

MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

Completely
Servicing
**GREATER
DETROIT**
United States Warehouse Company
1448 WABASH AVE.
United States Cold Storage Corp.
Chicago -- Dallas -- Detroit -- Kansas City.

picture company about 20 years ago when the silver screen sold this firm's products. They

DETROIT, MICH.

"Located Heart Jobbing District"

RIVERSIDE STORAGE & CARTAGE CO.

Cass and Congress Sts., Detroit, Mich.
54 Years' Satisfactory Service
HOUSEHOLD GOODS AND MERCHANDISE STORAGE
MOVING — PACKING — SHIPPING
PERSONAL SERVICE GUARANTEED
Members A. W. A.—N. F. W. A.

LANSING, MICH.

"Center of Michigan"

FIREPROOF STORAGE CO.

H. H. HARDY, Manager
SERVICE—SAFETY—SATISFACTION—GUARANTEED
MOVE—PACK—CRATE—TRANSFER
FIREPROOF WAREHOUSE—PRIVATE SIDING
Merchandise Storage—Pool Car Distribution
Member of A. W. A.

DETROIT, MICH.

Members N. F. W. A.

Wolverine Storage Company, Inc.

11850 E. Jefferson Ave.

STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW

440 No. Washington Ave.
(Member of Allied Van Lines, Inc.)



FLINT, MICH.

CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK G. T. TRACKAGE

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND
DISTRIBUTING SERVICE

COLUMBIAN STORAGE & TRANSFER CO.

Approximately 75% of All Commercial Storage
in Grand Rapids Handled Thru Columbian

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN 6-0068 1525 NEWBERRY AVE. MON.55.31

SAGINAW, MICH.

BRANCH HOUSE SERVICE

... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

CENTRAL-WAREHOUSE CO.

1840 No. Michigan Avenue
SAGINAW, MICHIGAN

MANKATO, MINN.

BEN DEIKE

Transfer and Storage

We Guarantee Safety, Security and Satisfaction

General office, 402-404 Pike St.

Merchandise and Household Goods — Bonded Warehouses
Long Distance Truck Service—Your Goods Insured in Transit

MINNEAPOLIS, MINN.

ANCHOR WAREHOUSE, Inc.
BONDED - FIREPROOF WAREHOUSE

Exceptional Facilities—Modern Offices
Efficient Service, Free Switching from All Railroads
Ideally located in the heart of the Wholesale
and Shipping District
Offering a complete Warehousing and Distribution Service
Inquiries Solicited
730-740-750 Washington Ave., North

MINNEAPOLIS, MINN.

The Northwestern

TERMINAL

PUBLIC BONDED WAREHOUSE

WITH COMPLETE FACILITIES

OPERATING OFFICE: 800 Stinson Boulevard, Minneapolis, Minn.
Members, Minn. W.A.

MINNEAPOLIS, MINN.

MERCHANDISE STORAGE

For Distribution Throughout the Entire Northwest
200,000 Square Feet—Free Switching—Centrally Located
—Bonded—Fireproof—Milwaukee, Minneapolis, and St.
100 trucks available for pick up and delivery service.

UNITED WAREHOUSES, INC.

708 South Third St. Minneapolis, Minn.



Forrest Cannon

Lampson Returns to Presidency as
Minneapolis Company Reorganizes:
Forrest Cannon Is General Manager

FOLLOWING the brief announcement of DandW several months ago that Forrest Cannon had joined Minneapolis Transfer & Warehouse Co., Minneapolis, it becomes known that the firm has reorganized—under Minnesota law instead of being a Delaware corporation—under the title Minneapolis Van & Warehouse Co. and that the original firm's founder, Frank E. Lampson, has returned as president in charge of active operation and that Mr. Cannon has been made vice-president and general manager. Warehouse and offices are located at 100-112 First Avenue North, the plant

will thank the nominator of their Traffic Manager for adding another "first" to their

MINNEAPOLIS, MINN.

KEDNEY

WAREHOUSE COMPANY

Complete Distribution Service

MINNEAPOLIS

617 Washington Ave., N.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



ST. PAUL

8th & Johns St.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.

ST. PAUL, MINN.

ST. PAUL, MINN.

CENTRAL

.... MEANS IN THE CENTER



Represented by
DISTRIBUTION
SERVICE, INC.

219 E. N. Water St.
CHICAGO
Phone: Superior 7180

100 Broad St.
NEW YORK CITY
Phone:
Bowling Green 9-0986

625 Third St.
SAN FRANCISCO
Phone: Sutter 3461



And Central Warehouse Company's name is most appropriate. Twelve minutes is the actual trucking time from our warehouses to the heart of each thriving city! An ideal location to serve both cities and the Northwest from ONE stock with utmost speed and economy.

An ideal location for your mid-western branch office . . . where you can enjoy complete facilities and service without investment. A.D.T. watchman supervision. Storage of all kinds. One building is devoted to cold storage exclusively.

Direct connections with all lines entering the Twin Cities. Extensive trackage and free switching. No drayage charges on rail shipments. No telephone tolls from either city. Pool cars distributed. Local truck delivery. Negotiable receipts. State bond \$50,000.00. \$2,000,000.00 investment.

CENTRAL WAREHOUSE COMPANY
739 Pillsbury Avenue St. Paul, Minnesota
Phone: Westor 2831

ROCHESTER, MINN.

903 6th St., N. W.

Phone 5236

CAREY TRANSFER & STORAGE

Bonded Warehousemen
Complete Warehouse Facilities for Storage & Distribution
MERCHANDISE

Experienced Organization and Equipment for

MOVING, PACKING AND STORING**HOUSEHOLD GOODS**Modern Buildings. Private Siding **COWBR Co.****MOTOR TRUCK SERVICE**

Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

being fireproof, and under the new set-up the company will continue operation as in the past with special emphasis on the handling of household goods.

Mr. Lampson organized the business in 1904. A serious injury necessitated his withdrawal in 1929, the company being sold to other interests, which operated it until Mr. Lampson's return to the presidency this past March 1.

Mr. Cannon was associated with Ben A. Langan Storage & Van Co., St. Louis, from 1928 until September of 1930, when he removed to Dallas and became associated with American Transfer & Storage Co., of which his father-in-law, K. K. Meisenbach, is president. On May 1, 1933, Mr. Cannon became sales manager of Westheimer Transfer & Storage Co., Inc., Houston, and a year later assumed general management of Westheimer, a position he held until joining the Minneapolis company. His nine years' experience included every type of general transfer and storage business and he became recognized as an authority on rates and long distance removals.

Under the new set-up in Minneapolis, E. P. Gerth becomes the firm's treasurer but will be active only with relation to auditing. F. A. Hebbs, a retired grain dealer, is secretary but will not be active except in an advisory capacity.

**Occupancy Provisionally 62.4% at
Close of February; General Level
Higher than Same Period in 1936**

AS announced briefly in the May *DandW*, merchandise warehousing's average occupancy for the entire country, on the basis of figures compiled by the Bureau of the Census of the Department of Commerce, was provisionally 62.4%. This represents a gain of four-tenths of 1% as compared with Jan. 30, the final percentage for which is announced as 62.0.

February 27th's provisional 62.4 is the highest level reported since the last day of January of 1936, for which month the same percentage was reported. Through the other eleven months of 1936 the marks ranged from a low of 60.7 in February to a high of 61.8 in October.

The provisional of 62.4 for this past Feb. 27 shows an advance of 1.4% over the final day of February of the previous year.

An accompanying "box" shows that Illinois (except Chicago) led the States in occupancy on this past Feb. 27, with a provisional 86.2%. At the close of February of 1936 the leader was West Virginia with 82.8%, and Illinois was not among the ten leaders. In the current February picture, West Virginia is not among the ten leaders.

(Concluded on page 69)

FOR SALE

WAREHOUSE with trackage on main railroad just south of Washington, D. C. Also on main truck line route to South. 33,000 feet of floor space. Sale to close estate.

Walnut
7940

W. S. HOGE, JR.
3815 Lee Highway
Arlington, Va.

Walnut
9158

long list and we suggest that he "fess-up." Every organization appreciates publicity

ST. PAUL, MINN.

Agents for Allied Van Lines, Inc.
Special attention given household effects of your officials and employees moved from or to St. Paul.
HOUSEHOLD GOODS STORAGE MERCHANDISE STORAGE
Complete Branch House Service
FIDELITY STORAGE and TRANSFER CO.
Office 126 E. 4th St. St. Paul, Minn.

JACKSON, MISS.



RICKS STORAGE CO.
BONDED WAREHOUSEMEN
Complete Warehouse Facilities for Storage and Distribution
MERCHANDISE
Experienced Organization and Equipment for
MOVING PACKING and STORING
HOUSEHOLD GOODS
Modern Buildings, Sprinklered, Private Siding ICCB Co.
Low Insurance Rate
MOTOR TRUCK SERVICE

VICKSBURG, MISS.

MAXIMUM SERVICE AT MINIMUM COST.

Z. B. SCHWARZ & COMPANY

THE WAREHOUSE WITH A BONDED REPUTATION FOR QUALITY SERVICE
Centrally Located to Serve both Louisiana and Mississippi
MODERN, SPRINKLERED BUILDING. MOTOR FREIGHT DEPOT.
PRIVATE SIDINGS I.C.R.R.
Let us refer you to some of the Nationally Known Manufacturers whom we have served for a number of years. We have the answer to your tax problems, too.

JEFFERSON CITY, MO.

TRANSPORTATION WAREHOUSE

Commerce Carriage Co.

Central Missouri's Only Fireproof Warehouse
MOVING AND STORAGE HOUSEHOLD GOODS—LOCAL AND LONG DISTANCE MOVING—WAREHOUSING AND DISTRIBUTION OF POOL CAR SHIPMENTS—WE SERVE TERRITORY WITHIN 50-MILE RADIUS JEFFERSON CITY.
Member of N.F.W.A.—Mo.W.A.

JOPLIN, MO.

SUNFLOWER LINES, INC.

Successors to Tonnes Transfer & Storage Co.
1027-41 Virginia Ave. Joplin, Mo.
Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates
PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City
it's the **A-B-C FIREPROOF WAREHOUSE CO.**
Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.
Three Fireproof Constructed Warehouses
Agents
Allied Van Lines, Inc.

KANSAS CITY, MO.

Merchandise Storage - Low Insurance Rates - Pool Car Distribution - Freight Forwarders and Distributors - Retail or daily motor service to entire Southwest.
ADAMS TRANSFER & STORAGE CO.
"Surrounded by the Wholesale District"
MEMBER OF American Chain of Warehouses American Warehousemen's Association - Traffic Club Chamber of Commerce
228-236 West Fourth St.

KANSAS CITY, MO.

50TH YEAR
CENTRAL STORAGE CO.
Efficient, Complete Merchandise Warehousing Service
Office—1422 ST. LOUIS AVE.
(West 10th Street)
In Center of Wholesale and Freight House District

KANSAS CITY, MO.

CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"
LOWEST INSURANCE RATES
BEST RAILROAD FACILITIES
IN THE HEART OF THE FREIGHT HOUSE AND WHOLESALE DISTRICT
Operating
Brokers' Warehouse, Security Warehouse, Terminal Warehouse

KANSAS CITY, MO.

Member—A.W.A.—N.F.W.A.

W. E. Murray Transfer & Storage Co.
Pool car distribution - Financing of Stocks
Modern Fireproof buildings on switch track
Shipments forwarded without drayage charge
Kansas City's most advantageous warehouse locations
Main Office: 2019 Grand Avenue See listing for details
Agent, Allied Van Lines, Inc.

KANSAS CITY, MO.

Established 1903

THE ONLY WAY TRANSFER & WAREHOUSE CO.

1400-10 ST. LOUIS AVENUE
2 WAREHOUSES
Merchandise Storage Office Space
Cartage State Bonded
Pool Car Distribution Sprinklered—ADT Alarm
Track connections all railroads
In the heart of the Freight House and Wholesale District

KANSAS CITY, MO.

MEMBER: A.W.A.—MIDW.—K.C.W.A.

WAREHOUSE COMPANY

Every facility for efficient warehousing and distribution of merchandise
Track and Truck connections to all points with Free pickup and delivery service

KANSAS CITY, MO.

Established 1926

THE H. H. SMITH STORAGE CO.

1015-19 Mulberry St.
Merchandise Storage—Drayage—
Pool Car Distribution
Private sidings U.P. and C.B.&Q. Rys.

KANSAS CITY, MO.

UNITED WAREHOUSE CO.
Merchandise Warehouses
at TWO BIG MARKETS
WICHITA, KANSAS ← → KANSAS CITY, MO.

KANSAS CITY, MO.

RIGHT IN THE MIDST OF BUSINESS—
EVERYTHING YOU NEED IN KANSAS CITY
BUILDING—LOCATION—TRACKAGE—SERVICE—ORGANIZATION
Trucking Connections To All Points with FREE Pickup and Delivery.
WALNUT STORAGE
2020-26 WALNUT ST. KANSAS CITY, MO.
Represented by Associated Warehouses

ST. JOSEPH, MO.

BONDED AND FREE

TERMINAL WAREHOUSES, Inc.
MERCHANDISE AND COLD STORAGE
LOW INSURANCE
MONEY ADVANCED ON STAPLE COMMODITIES
SEE DIRECTORY PAGE 187

and it is available here, in this new, modern form, through their executives. And now,

ST. LOUIS, MO.

**COLUMBIA
TERMINALS
COMPANY**
400 South Broadway

**\$3,000,000.00
INVESTED . . . TO SERVE YOU**

Merchandise storage with low insurance, and guaranteed responsibility. Modern Buildings. Large Fleet of up-to-date trucks and trailers.

COMPACT

• A one-word description of our modern warehousing facilities—large enough to meet the requirements of any shipper, yet so completely organized that all the usual annoying details of wide-spread organizations are eliminated.

Even the city is compact, when viewed from our location—all the important business districts can be reached in 15 minutes. We operate a twice-daily distribution service to these districts with our own fleet of motor trucks.

S. N. LONG WAREHOUSE
ST. LOUIS, MO.

**USE
LONG SERVICE**
from shipper to market

**COMPACT
COMPLETE
COMPETENT**

ST. LOUIS, MO.

**RUTGER STREET
WAREHOUSE, INC.**
MAIN & RUTGER STS.

200,000 Sq. Feet of Service
BONDED

Merchandise Storage and Distribution.

Track Connections with All Rail and River Lines.

No Cartage Expense on In or Outbound L.C.L. Shipments.

Low Insurance.

ST. LOUIS, MO.

Most modern warehouse set-up in St. Louis

Lowest Insurance Rates Twenty-five acres of space
Consolidated freight depot in our building, serving all 15 eastern, western, southwestern trunk lines.

Covered railroad docks, capacity 100 cars daily.

Spacious truck docks facing wide streets to speed up service locally and beyond.

State and U. S. Customs bonded.

Twenty floors office space in connection.

Our prices comparable with other warehouses in this territory.

Storage available on lease or tariff basis.

ST. LOUIS MART INC.

Warehouse Division.

12th Blvd. at Spruce St. St. Louis, Mo.

in St. Louis—Use the

**ST. LOUIS
TERMINAL WAREHOUSE
COMPANY**

SERVICE THAT EXCELS

**Largest INDUSTRIAL WAREHOUSE
ORGANIZATION IN ST. LOUIS**

Six separate warehouses; strategically located to serve any industry conveniently and economically. All warehouses on track, with both carload and less-carload freight rates applying. Low insurance rates.

LIQUOR Storage U. S. Internal Revenue Bonded, U. S. Customs Bonded and Tax Paid facilities under the same roof

Member of
American Warehousemen's Assn., Mdse. Div.
St. Louis Merchandise Warehousemen's Assn.
Midwest Warehouse and Transfermen's Assn.
American Chain of Warehouses, Incorporated

New York Office
230 Park Avenue
Phone 3-1235

GENERAL OFFICES
806 Clark Avenue
St. Louis, Mo.

Chicago Office
53 W. Jackson
Harrison 1896

Our
Warehouses
protected by
ADT burglary
and fire protection.



SPRINGFIELD, MO.

Finkbiner Transfer & Storage Co.

Every facility for efficient warehousing and distribution of merchandise

Track and Truck connections to all points with Free pickup and delivery service

Members AWA

Low Insurance Rates

HASTINGS, NEBR.

MEMBER



1876

1937

**Borley Storage & Transfer
Co., Inc.**

Pool Car Distribution

**FIREPROOF BONDED
FREIGHT TRUCK CONNECTION TO ALL
OF THE CENTRAL PART OF THE STATE**

LINCOLN, NEBR.

100,000 Sq. Feet
Lincoln, Nebraska
301 N. 8th Street

35,000 Sq. Feet
Grand Island, Nebraska
311 W. 4th Street

SULLIVANS

1889 48 Years of Continuous Service 1937

Merchandise and Household Storage—Pool Car Distribution
General Cartage—Trucking—Assembling

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANS,

Transfer & Storage Co. Grand Island Storage Co.
Lincoln, Nebr. Grand Island, Nebr.



just in case our next nominee is superstitious, we will skip No. 13 and call him No. 14.

LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

Represented by the American Chain of Warehouses,
New York City and Chicago, Ill.
Member of A. W. A.

OMAHA, NEBR.

R. J. MAYER, PRESIDENT

CENTRAL STORAGE & VAN CO.

MAIN OFFICE... 1101-13 JACKSON ST.

COMPLETE WAREHOUSING SERVICE

FIREPROOF WAREHOUSE... TRACKAGE... MOTOR TRUCKS

OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

FORD BROS
Van & Storage Co.

OMAHA, NEBR.

Member: American Chain of Warehouses, Inc.

KNOWLES STORAGE CO.

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building... Trackage... Motor Trucks

(Concluded from page 66)

One feature of the two most recent Government releases is that Detroit is for the first time separated from the parent State and is given a place of its own. Detroit's initial individual percentage, as of date of Jan. 30, is 81.9. On Feb. 27 it was reported provisionally as 82.1.

Gains this past Feb. 27 as compared with Jan. 30 were indicated for Massachusetts, Rhode Island, the New York metropolitan district, New Jersey outside that district, Pennsylvania, Indiana, Chicago, Michigan, Wisconsin, Iowa, Missouri, North and South Dakota, Kansas; Maryland and Delaware and District of Columbia grouped; Virginia and West Virginia, North and South Carolina, Kentucky-Tennessee, Alabama-Mississippi, Louisiana, Idaho-Wyoming, Montana, Colorado, Oregon, and California. Illinois was unchanged.

Tonnage

During this past February 401,854 tons arrived at 965 reporting warehouses. Of this total, 313,822 tons, or 78.1%, entered storage, the balance being delivered on arrival. In January, 1937, 964 warehouses reported receipt of 393,070 tons, of which 79.1%, or 311,211 tons, entered storage, the balance being delivered on arrival.

Occupancy Leaders Among the States

Percentages* Feb. 27, 1937	Percentages Feb. 28, 1936
86.2 Ill. (except Chl.)	82.8 West Va.
85.8 Ark.-Okla.	82.3 N. & S. Dak.
84.7 Vt.-N.H.-Conn.	82.0 Ala.-Miss.
84.3 Ala.-Miss.	80.9 Ky.-Tenn.
84.0 Ida.-Wyo.	78.2 Ariz.-N.M.
82.9 N. & S. Car.	76.1 N. & S. Car.
78.3 N. & S. Dak.	75.5 Michigan
77.8 Nebraska	75.4 Ida.-Wyo.
75.7 Ga.-Fla.	75.3 Montana
75.4 Ky.-Tenn.	74.9 Washington

*Feb. 27 percentages are provisional.

He is nominated by another warehouse representative, who says—"What well known

OMAHA, NEBR.

GORDON

Storage

Warehouses, Inc.

Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

OMAHA, NEBR.

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution — Pool cars solicited
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

SERVICE THAT SATISFIES IS OUR MOTTO

Members of the Mid-West Warehousemen's Ass'n, American Warehousemen's Ass'n

MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for
Complete Service in New Hampshire

NASHUA, N. H.

McLANE & TAYLOR

CONCORD, N. H.

Bonded Storage Warehouses

Offices 624 Willow St.

General Merchandise Storage & Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities.

Pool Car Distribution

Direct R. R. Siding, Boston & Maine R. R.

EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

Lincoln Storage Warehouses

Bloomfield
Caldwell
Glen Ridge
IrvingtonOffice, 75 Main Street
Maplewood
Montclair
Newark
Summit

Agents for Aero Mayflower Transit Company.

EAST ORANGE, N. J.

Lowest Insurance Rate in New Jersey

JAMES P. WATSON

Fireproof

Storage

Warehouses

195-197 McKINLEY AVE.

Storage, Moving, Packing and Shipping of Fine Furniture
General Merchandise, Storage and Distribution

GEORGE L. BARBER, Mgr.

HACKENSACK, N. J.

RUTHERFORD, N. J.

GEO. B. HOLMAN & CO., Inc.

STORAGE

SHIPPING

PACKING

HOUSEHOLD GOODS

Most Modern Equipment in North Jersey
Motor Vans for Local and Long Distance Moving

Operating Holman Warehouses

Members N. J. F. W. A. and N. F. W. A.

Agent: Allied Van Lines, Inc.

HOBOKEN, N. J.

HOBOKEN DOCK CO.

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution

Piers—Railroad Sidings—Factory Space

Correspondence Invited

NEWARK, N. J.

STORAGE

DISTRIBUTION

ESSEX WAREHOUSE COMPANY

950-964 McCarter Highway, Newark, N. J.

Members—A.W.A.—N.J.M.W.A.

We are equipped to perform every service you require. Sprinklered building . . . Penn. R. R. siding . . . Private pier. Daily over-night truck deliveries within 100 miles.

NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.F.W.A.

PACKING:

MOVING:

STORAGE:

—dependable since 1860—

KNICKERBOCKER
STORAGE WAREHOUSE COMPANY96 to 106 ARLINGTON STREET
Wm. R. Mulligan, Pres.74 to 76 SHIPMAN STREET
James E. Mulligan, Sec'y and Mgr.

NEWARK, N. J.

**Lehigh Warehouse &
Transportation Co., Inc.**

98-108 Frelinghuysen Ave., Newark, N. J.

Storage and Distribution of
General Merchandise.Lehigh Valley Railroad siding.
We operate our own fleet of Motor
Trucks making store door
delivery within a radius
of 30 miles.

NEWARK, N. J.

Newark Central Warehouse Co.

General Offices:

110 Edison Place, Newark, N. J.

In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

POOL CAR DISTRIBUTION.

Member of N.J.M.W.A.

Represented by

Allied Distribution, Inc. — Bay Terminals, Inc.

PATERSON, N. J.

COMMERCIAL WAREHOUSES, INC.

WAREHOUSING & DISTRIBUTING

Grove St. & Erie R. R. Paterson, N. J.

FOUR INSULATED STEEL BUILDINGS

A.D.T. Fire and Watchman Service—Lowest Insurance Rates—Private R.R. Siding—Pool Car Distribution

PLAINFIELD, N. J.

**SISSER BROS., INC.****FIREPROOF STORAGE WAREHOUSES**

OFFICES: 12-16 GROVE STREET

Somerville, N. J.
128-130 E. Main St.New Brunswick, N. J.
25 Livingston Ave.New York City
80 Day St.

Members: N.J.F.W.A. and N.F.W.A.

New Jersey's Largest Moving and Distribution Specialists

**New Warehouse in
Paterson, N. J.**

THE Commercial Warehouses, Inc., headed by a group of men in the storage and transportation business in Paterson, N. J., has purchased property on the Erie Railroad to be used for warehousing and distribution. The property consists of four separate units of steel and tile construction and equipped with a D. T. Watchman service.

The plan of the operators is to furnish fireproof warehouse facilities for the manufacturers and distributors in a part of New Jersey made up of mostly industrial plants.

**Drake and Sullivan
Europe Bound**

A. B. Drake, president of the Lehigh Warehouse & Transportation Co., Inc., Newark, N. J., and Ernest V. Sullivan, president of the Terminal Warehouse Co., Philadelphia, will sail for Europe June 2nd and will be gone until June 26th.

**United of Memphis
Adds Cold Storage**

The United Warehouse & Terminal Corp., Memphis, Tenn., has worked out arrangements to give merchandise customers a limited amount.

**Central Storage of Omaha
Takes Over Saratoga**

The Central Storage & Van Co., Omaha, Neb., has purchased outright the entire business, equipment, etc., of the Saratoga Transfer & Storage Co., which has been active in Omaha for the past 20 years.

The Saratoga company offices are located at 4108 No. 24th St. and the warehouse is at 30th and Evans St. The entire setup will be continued and will be operated as a division of the Central Storage & Van Co. The Saratoga company for years has been catering to the entire north end of the city and now under the Central supervision its operations are to be extended over the entire city. The long distance moving operations of the Saratoga company comprise seven surrounding states, which when combined with the twenty-five states covered by Central will present a greatly enhanced service.

The equipment now used consists of regular furniture vans. These will be replaced when needed with modern streamlined tractors and semi-trailers.

The Central contemplates modernization of all equipment. The warehouses will be renovated and a new office building will be available shortly.

**Bureau of Census Releases
Final Report on For-Hire
Trucking During Year 1935**

ALMOST one-half (45.8%) of the total revenue from motor trucking for hire in 1935 was received by 904 concerns reporting receipts of \$100,000 or more per year, William L. Austin, Director, Bureau of the Census, revealed on May 17 in announcing publication of the final report on "Motor Trucking for Hire" in 1935 containing important data not previously published.

Data are analyzed for 61,216 motor-trucking-for-hire concerns reporting revenue received in 1935 of \$530,860,000. These concerns reported an average of 158,283 persons on their payroll for the year. The sum of \$179,485,000 was paid to these employees in 1935, of which

(Continued on page 73)

New York Distribution Manager who not only uses dry storage but cold storage as well

TRENTON, N. J.



MANNING'S WAREHOUSE CORPORATION

FIREPROOF STORAGE
Offices: 28 Bank St.

Household Goods Storage, Packing and Shipping,
General Merchandise Storage and Distribution, Pool
Cars Distributed
Ship via Pa. R.R. or Reading R.R.

ALBUQUERQUE, N. M.

Center of Business District

Berger Terminal and Warehouse Company

Complete Storage and Distribution Service

Private Siding ATSF

314 N. First St.

ALBUQUERQUE, N. M.

Est. 1912

F. D. SHUFFLEBARGER,
Pres.

H. E. DALTON,
Sec. & Treas.

Shufflebarger Transfer & Storage Co., Inc.

200 E. Central Ave.

Two Modern Brick Warehouses for the Storage and
Distribution of Merchandise and Household Goods
Distribution of Pool Cars. Transfer of Household Goods
Members of AWAm—SWA

ALBANY, N. Y.



Central Warehouse Corporation

Colonie and Montgomery Sts.

Albany, N. Y.

Telephone 3-4101

General Merchandise—Cooler and sharp
freezer Cold Storage; also U. S. Custom
Bonded space available. Office and storage
space for lease. Fireproof construction with
very low insurance rate. Storage in Transit
privileges. All classes of modern warehouse
and distribution service rendered.

**COLD STORAGE — DRY STORAGE
DISTRIBUTION**

**ATTENTION
WAREHOUSEMEN**

**HAVE YOU NOMINATED A
DISTRIBUTION EXECUTIVE
FOR IDENTIFICATION?**

Read the Bottom Line

was formerly connected with a railroad and whose former partner is now an officer of a

ALBANY, N. Y.

**Albany Terminal & Security
Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a spe-
cialty. Available storage space for rent if
desired. Direct track connections with all
railroads running into Albany.

Member
American Chain of Warehouses
American Warehousemen's Association

ALBANY, N. Y.

JOHN VOGEL Inc.

FIREPROOF WAREHOUSES
OFFICES, 11 PRUYN ST.

HOUSEHOLD GOODS — STORAGE AND SHIPPING.
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS
POOL CAR DISTRIBUTION OF MERCHANDISE
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED
Collections promptly remitted

BINGHAMTON, N. Y.

JOHN B. SOUTHEE, Inc.

Moving — Trucking — Storage
Long Distance Moving

Member of
National Furniture Warehousemen's Association
Central New York Warehouse Association
Chamber of Commerce

Phone—Bingh: 4391-4392 Office: 178 State Street

BINGHAMTON, N. Y.

YAGER WAREHOUSE

Offices 84-94 Lewis Street

General Merchandise Storage and Distribution

In the center of Binghamton's wholesale district. D. L. & W. siding.
Sprinklered Building. Low Insurance Rate. All Commodities. Ideal
branch office facilities.

BRONXVILLE, N. Y.

GRAMATAN WAREHOUSE, Inc.

9 Park Place and 100 Pondfield Road

Established 1920

Fireproof Warehouse 50,000 Sq. Ft.

Moving—Packing—Shipping

Consign C.L. and L.C.L. Shipments via N.Y.C.R.R.
Member of N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

Agent for Allied Van Lines, Inc.

BROOKLYN, N. Y.

RIVERFRONT WAREHOUSES

BOWNE-MORTON'S STORES, INC.

611 SMITH ST. (on Gowanus Canal) Tel. CUMberland 6-4080

FREE AND BONDED WAREHOUSES

LICENSED BY COCA, RUBBER AND METAL EXCHANGES.

N. Y. City Office: 57 Front St. Tel. Bowling Green 9-0780

DISTRIBUTION BY
BROOKHATTAN TRUCKING CO., INC.

57-59 Front St., N. Y. City, N. Y.

BROOKLYN, N. Y.

**EAGLE WAREHOUSE
AND STORAGE COMPANY**

28 Fulton Street

Brooklyn, N. Y.

We specialize in shipments from correspondents, collections handled.
Our strictly fireproof building is ideally equipped for storage of
household goods and valuables.

We pack goods for shipment, and have a fleet of vans for prompt
deliveries.

Agents for Allied Van Lines, Inc.

BROOKLYN, N. Y. *Within the Lighterage Limits of New York Harbor***GREENPOINT TERMINAL CORPORATION**FREE AND BONDED WAREHOUSES
STEAMSHIP PIERS

Fronting on East River, Foot of Greenpoint Ave., Milton, Noble and Oak Sts. Lowest storage, cartage, labor, lighterage and wharfage. Rates quoted on request.

MILTON AND WEST STREETS, BROOKLYN, NEW YORK

**BROOKLYN, N. Y.**

Established 1860

**Peter F. Keilly's**

Fireproof Warehouses

491-501 Bergen St.

"First Moving Vans in America"

Modern Depository for the Storage of Household Goods

BROOKLYN, N. Y.**WILLIAM H. STRANG WAREHOUSES**
Inc.

Established 1875

900-910 Atlantic Avenue 892-898 Atlantic Avenue

Packing, Shipping, Moving and Storage of Household Goods

N. Y. F. W. A.—N. F. W. A.

BUFFALO, N. Y.*(Agents for Allied Van Lines, Inc.)***Fred F. Dye Fireproof Warehouse, Inc.**

1661-1669 Main St.

OUR WAREHOUSES ALL FIREPROOF

Household Goods—General Merchandise—Regular Trips—Buffalo and New York City

Members B.W.A.—N.F.W.A.

BUFFALO, N. Y.**UNEQUALED FACILITIES**
For Shippers and Distributors

Established 1903. Capital \$900,000. Merchandise storage at "hub" of distribution. Direct switch connection with Pennsylvania R. R. and New York Central R. R. Reciprocal switching with all other railroads. Our docks served directly by Great Lakes Transit Corp. and New York State Barge Canal Lines—Pool Car Distribution. U. S. Custom bonded warehouse.

The KEYSTONE WAREHOUSE CO.

Seneca, Hamburg and Alabama Sts., Buffalo, New York

BUFFALO, N. Y.**Knowlton Warehouse Co.**

50 Mississippi Street, Buffalo, N. Y.

POOL CAR DISTRIBUTION
MERCHANDISE STORAGE
PRIVATE SIDING**BUFFALO, N. Y.***Let us care for your needs in Buffalo***Larkin Terminal Warehouse**

Buffalo, N. Y.

Specializes in handling pool cars. No cartage on railroad shipments.

Lowest insurance rates

Stores auto and general merchandise

Government Bonded Warehouse

For further information write J. E. Wilson, Traffic Manager

BUFFALO, N. Y.**LEDERER TERMINALS**

... HAVE SOMETHING IN STORE for you ...

LOCATED IN NIAGARA FRONTIER FOOD TERMINAL

BUFFALO, N. Y.**LEONARD WAREHOUSES**

Offices, 163 Georgia Street

Member of B.W.A.—Mayflower W.A.

BUFFALO, N. Y.**OUR JOB**

is to handle your merchandise just as you would do it. We are serving many nationally known accounts with complete satisfaction. We will satisfy you.

THE MARKET TERMINAL WAREHOUSE

Schoellkopf & Co., Inc.

102 Perry St.

Represented by Associated Warehouses, Inc.
New York and Chicago**BUFFALO, N. Y.**

70,000 SQ. FT. OF STORAGE SPACE

SHIPPERS EXPRESS TERMINAL & WAREHOUSE

General Offices: Carolina & Fourth Sts.

Merchandise storage—Fireproof building—Lehigh Valley Railroad siding—Pool car distribution—Daily delivery to Western New York and Canadian Points by our own large fleet of motor trucks—Dependable service.

BUFFALO, N. Y.**GENERAL MERCHANDISE—COLD STORAGE WAREHOUSE**Cargo-Handling
Rail-Lake and Barge
Terminal
96 Car Track
Capacity
1500 Feet Private
DockFinancing—
Distribution
Auto Dealers
Warehousing
Service
Office and
Factory Space**TERMINALS & TRANSPORTATION CORPORATION**

275 FUHRMANN BLVD. BUFFALO, N. Y.

ELMIRA, N. Y.**JOSEPH BIMBERG SONS****STORAGE WAREHOUSE and TRANSFER**

On main line Lacka-Erie-Penna.-L.V.R. R. Free Switching. WE ARE SPECIALISTS on Storage and Distribution of Pooled cars. Let us SERVE you and Prove it.

Members Am. Chain of Warehouses & A.W.A.

WE SHIP SUDDEN.

Nathan Bimberg, Gen. Mgr.

soliciting chain. The firm he works for is by far the largest of its kind." Now, before

ELMIRA, N. Y.

A. C. RICE STORAGE CORP.
2—WAREHOUSES—2
MERCHANDISE—HOUSEHOLD GOODS
Pool Cars—Truck and Van Service
MEMBER
AWA—NFWA—ALLIED VAN LINES

FLUSHING, L. I., N. Y.

Flushing Storage Warehouse Co., Inc.
Offices 135-24-26-28 39th Avenue, Flushing, N. Y.
Fireproof Warehouses
Moving, Packing, Storing and Shipping of Household Goods, 10 blocks from the World's Fair Corona Freight Station, serving Jackson Heights, Elmhurst, Corona, Whitestone, College Point, Bayside, Douglaston.
Members of the N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

FOREST HILLS, L. I., N. Y.

MEMBER
Forest Hills Fireproof Storage
Austin St. and Herrick Ave.
Storage and Shipping of Household Goods Exclusively
Serving Forest Hills, Elmhurst, Kew Gardens, Richmond Hill, Jackson Heights.

GREAT NECK, L. I., N. Y.

E. C. J. McShane, Pres.
Great Neck Storage Co., Inc.
Offices Cuttermill Road
New Fire Proof Warehouse for
Household Goods—Works of Art
Individual Rooms
Members S.&L.I.S.W.A., N.Y.F.W.A., N.F.W.A.

(Continued from page 70)

\$165,015,000 was paid to full-time and \$14,470,000 to part-time employees. This does not include compensation to the 59,621 active proprietors and firm members of unincorporated businesses nor that to the 14,606 members of their families working.

Among significant facts disclosed by the report are:
1. 81% of all reporting concerns received less than \$5,000 annual revenue, but accounted for less than 14% of total revenue.

2. About two-thirds (65.6%) of the concerns whose annual revenue was one-half million dollars or more were interstate carriers.

3. Almost two-thirds (65.5%) of all for-hire truckers were one-unit operators.

4. Single proprietorships dominated the field in terms of number of concerns; but corporations (5.7% of all concerns) did 56.1% of all business.

5. Two-thirds of all full-time employees were truck drivers or helpers.

6. Only slightly more than one-fourth (27.9%) of all units in operation in October, 1935, were five or more years old; more than two-fifths (42.8%) were only two years old or less.

7. Almost one-half (48.2%) of all vehicles in operation had a capacity of more than 1½ tons; only 5.7% were ¾-ton trucks.

Of the 61,216 concerns reporting, 19,516 (31.9% of the total) received less than \$1,000 revenue in 1935; but of this number 88.6% were engaged in local operations.

The report points out the importance of the number of vehicles as a measure of size, citing that 127 concerns (0.2% of the total) which operated 100 or more vehicles accounted for 12.5% of all vehicles and 16.6% of all revenue. In contrast, 40,093 of the 61,216 report-

HEMPSTEAD, N. Y.

We solicit your patronage for the following towns:

FREEPORT	GLEN HEAD	NEW HYDE PARK
LYNBROOK	BAYSHORE	OYSTER BAY
ROSLYN	PORT WASHINGTON	WHEATLEY HILLS
HICKSVILLE	ROCKVILLE CENTER	GARDEN CITY
MINEOLA	SEA CLIFF	BALDWIN
WESTBURY	LONG BEACH	ROOSEVELT
GLEN COVE	MERRICK	PLANDOME
AMITYVILLE	VALLEY STREAM	

HEMPSTEAD STORAGE CORPORATION

237 MAIN STREET, HEMPSTEAD, L. I., N. Y.

JACKSON HEIGHTS, L. I., N. Y.

FRED G. KELLEY INC.
Fireproof Storage Warehouse
537-60 81st ST., JACKSON HEIGHT
HOUSEHOLD GOODS : STORAGE
PACKING : SHIPPING
POOL CAR DISTRIBUTION
Members: N.F.W.A., N.Y.F.W.A. and N.Y.S.W.A.

JAMAICA, L. I., N. Y.

Route Shipments for Long Island To
JAMAICA STORAGE WAREHOUSE CO.
FIREPROOF
Wrapping Packing
Crating Shipping
Specializing in Packing and Shipping
High Grade Furniture and Art Objects
Adjacent to Largest R. R.
Terminal on Long Island
9329-41 170th Street at
Long Island Railroad
Telephone—Jamaica 6-1035-1036

JAMAICA, L. I., N. Y.

Members N.Y.F.W.A. N.F.W.A.
L.I.W.A. Cham. Comm.
QUEENSBORO STORAGE
Van Wyck Blvd. at 94th Ave. Richmond Hill P. O.
Fireproof Whse.—Van Service—Packing
Long Island's Foremost Household Goods Warehouse
SERVING ALL Long Island POINTS

KEW GARDENS, L. I., N. Y.

Telephones, Richmond Hill 2-2871, Republic 9-1400
Kew Gardens Storage Warehouse, Inc.
Motor Vans, Packing, Shipping
Fireproof Storage Warehouse
Van Wyck Boulevard at Atlantic Ave.
Richmond Hill, N. Y.

LONG ISLAND CITY, N. Y.

"WHERE YOU GET SERVICE"
IDEALLY LOCATED FOR ALL
LONG ISLAND SHIPMENTS
ROCCO VAN & STORAGE CORP.
MODERN FIREPROOF WAREHOUSE
3115 31st St., L. I. City, N. Y.
QUICK SERVICE—PROMPT REMITTANCES
Members N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

you forget it, turn to page 3 and use the identification coupon which is numbered for

NEW ROCHELLE, N. Y.


Moving, Packing Storing, Shipping



O'Brien's Fireproof Storage Warehouse, Inc.
Packers and Shippers of Fine Furniture
and Works of Art

Also Serving
New Rochelle, Pelham, Larchmont, Mamaroneck, White
Plains, Scarsdale, Hartsdale. Send B/L to us at
New Rochelle.

NEW YORK, N. Y.

A National System of  Warehousing

NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE. MON.5531

NEW YORK, N. Y.

Bowling Green Storage & Van Co.
General Offices 8-10 Bridge St.

Storage and Delivery in
New York and Vicinity
Also Forwarding for European Shipments
Lift Vans for Europe and Pacific Coast

NEW YORK, N. Y.

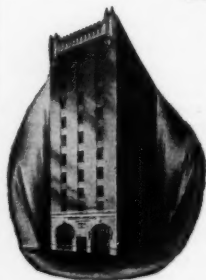
BUSH TERMINAL

Gen. Offices 100 Broad St., New York City
Warehousing—Distribution—Manufacturing Facilities
Cold Storage—Fumigation
SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK

NEW YORK, N. Y.

Byrnes Brothers Warehouses, Inc.

ESTABLISHED 1870



Two centrally located modern fireproof warehouses, adjacent to all railroads, for prompt and economical handling of your shipments.

Sixty-six years of dependable service is your guarantee in selecting us as your New York representative.

305-307 East 61st Street

Member: N. Y. F. W. A.,
N. Y. S. W. A., N. Y. V. O. A.



NEW YORK, N. Y.

FIREPROOF WAREHOUSES



Day & Meyer
Murray & Young, Inc.

PORTOVAULT
STEEL VAULT STORAGE

1166 SECOND AVE., NEW YORK



NEW YORK, N. Y.

DAYTON STORAGE CO., Inc.

Fireproof Warehouses

Modern Equipment

Lift Van Service



Operated by

Centrally Located

Consign Shipments
To Us

Prompt Remittances

1317 Westchester Ave.

ing concerns, or 65.5%, accounted for only 21.2% of all vehicles and 10.2% of total revenue.

In terms of average revenue per unit, one-truck operators are low with \$1,344, while fleets of from 50-99 trucks are high with \$4,036.

Of the three forms of organization (proprietorships, partnerships, corporations), 3,502 corporations (5.7% of the total) received \$297,646,000 revenue in 1935, or 56.1% of the total revenue, the report shows. Proprietorships numbering 53,403 (87.2% of all concerns) received \$188,041,000 revenue, or 35.4% of the total. Partnerships were relatively unimportant, both in number of concerns and in total business.

In terms of kind of business, 96% of all local carriers were unincorporated, as contrasted with 92% for intrastate and 82.5% for interstate operators. The unincorporated enterprises did 57.7% of the business of all local carriers, but only 29.2% of the business of all interstate operators.

Study of monthly employment figures reveals a steady increase in employment from January to October, 1935, with a slight decline during the last two months of the year. There was little significant variation from the figures in the three kinds of trucking-for-hire business.

By regions, pronounced variation from United States averages occurred in only two regions. New England shows only a 6.8 spread between the low and the high month, while the difference reported for the Mountain States was 23.3 points. The second greatest variation was in the Pacific States with a difference of 18.6 points between January and October.

Concerns reporting employment by occupational groups (60.1% of the total) for a representative week ending Oct. 26, 1935, when typical, accounted for 117,572 full- and part-time employees. This was 69.4% of all persons employed by the industry in October, 1935. More than two-thirds of all full-time employees were truck drivers and helpers.

The \$22.92 average weekly wage of warehouse and platform employees was lower than for any other occupational group, the report shows. Excluding executive maintenance and service, with \$27.66, was highest. Office and clerical employees averaged \$24.14, and members of transportation crews received average weekly wages of \$23.44.

Size of the trucking concern, as measured by annual revenue, is shown to have a much greater influence than kind of business on average wage rates for all regions, whether the average for the region was high or low. The average for each occupational group increased almost without exception as the size of the concern increased.

Of the 179,824 vehicles for which detailed inventory information was given, 126,710 (70.5%) were motor trucks; 21,440 (11.9%) tractors; 23,594 (13.1%) semi-trailers; and 8,080 (4.5%) trailers.

The report shows that one-fourth of the vehicles in operation were other than motor trucks, and it is apparent that both interstate carriers and operators of large fleets make greater use of tractors, semi-trailers and trailers than do other operators.

Tractors represent the newest equipment, as shown by the fact that slightly less than two-thirds (63.5%) of all tractors were two years old or less. In the same age group are 54% of the semi-trailers, 37.7% of the trucks, and 35.7% of the trailers.

Comprehensive analyses of expense data are included in the report.

Reports of the Census of Business are compiled under the direction of Fred A. Gosnell, Chief Statistician. Motor transportation reports are prepared by C. H. Sandage, Chief of the Transportation Division.

A limited supply of the report on Motor Trucking for Hire is available upon request to the Philadelphia branch of the Census Bureau.

your convenience—but come right back here and finish this horizontal column because

NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding
from an Ultra-Modern Free and Bonded
Warehouse.

IDEALLY LOCATED
IN THE VERY CENTER OF NEW YORK CITY
Adjacent to All Piers, Jobbing Centers
and The Holland Tunnel

Unusual facilities and unlimited experience in forward-
ing and transportation. Motor truck service furnished
when required, both local and long distance. Lehigh
Valley R.R. siding—12 car capacity—in the building.
Prompt handling—domestic or foreign shipments.

MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.
601 West 26th St., N. Y. C.

NEW YORK, N. Y.

The National Cold Storage Co., Inc.

OPERATING WAREHOUSES FOR STORAGE OF
PERISHABLE FOOD PRODUCTS

BROOKLYN JERSEY CITY
68 Furman St. 178 Ninth St.
Distribution Facilities Storage in Transit
General Offices: 19 Hudson St., New York

NEW YORK, N. Y.

NEW YORK DOCK COMPANY

Executive Offices—44 Whitehall St., New York, N. Y.

Free and Bonded Warehouses
Manufacturers and Distributors space for lease
Piers and Wharves
Railroad Connections
Licensed by Cocoa, Cotton, Coffee and Sugar
Metal and Rubber Exchanges.
Member: A.W.A.—W.A.P. N.Y.—N.Y.S.W.A.—N.Y.W.W.T.

NEW YORK, N. Y.

MR. WAREHOUSEMAN:

Do you know

PerkinService

See the January issue of this publication.

NEW YORK, N. Y.

PORT WAREHOUSES, INC.

FREE AND U. S. BONDED WAREHOUSES
GEN. OFFICES 41-47 VESTRY ST.
Merchandise Storage and Distribution
FOOD SPECIALISTS AND FUMIGATION
FREE WAREHOUSE 41-47 VESTRY ST. BONDED 54-58 LAIGHT ST.

NEW YORK, N. Y.

**SANTINI BROS., INC.**

Serving Greater New York and All Points in Westchester
County

MOVERS—PACKERS—SHIPPERS

General Offices: 1405-11 Jerome Ave.—Tel.: JEROME 6-6000
Four Fireproof Warehouses
3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

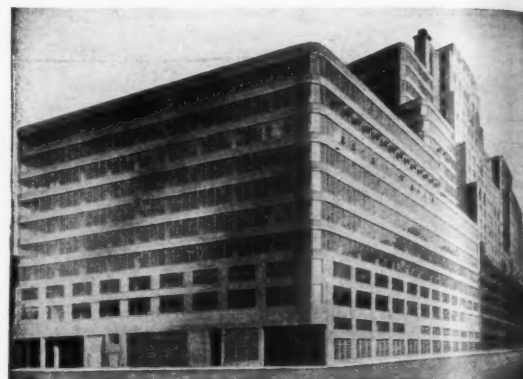
NEW YORK, N. Y.

Seaboard Storage Corporation

New York Office: 99 Wall St.

Distribution in the Metropolitan Area.

Steamship facilities — Railroad connections — Motor
truck distribution — One Responsibility.
Port Newark Terminal Brooklyn Terminal
Foot of Doremus Ave. Foot of Smith St.

**STARRETT LEHIGH
BUILDING****Look Before You Locate**

Starrett Lehigh Building, bounded by West 26th and
West 27th Streets and 11th and 13th Avenues, New
York City, affords an excellent location for manu-
facturing and distribution.

IT HAS —

- Lehigh Valley Railroad freight terminal on street level.
Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits,
offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may
be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

INVESTIGATE THE ADVANTAGES OF THIS BUILDING

You will find it easily adaptable as your Eastern manu-
facturing and distributing plant, sales and display
offices. It is situated on wide thoroughfares in the
center of Manhattan.

Nationally-known concerns, already occupants of the
building, have been able materially to lower their New
York operating costs and at the same time increase
their efficiency. You, too, can save here.

Starrett Lehigh Building

D. R. CROTSLEY, Manager, 601 West 26th Street
Telephone: CHickering 4-5520

fore welcome the imitation of our Bottom Line by the Interstate Household Goods

SHEPHARD WAREHOUSES INC.

Distribution Specialists



130,000 Square Feet
Fireproof

667 WASHINGTON
STREET
NEW YORK

**Daily
Truck
Deliveries to**

MANHATTAN
BRONX
WESTCHESTER
BROOKLYN
QUEENS
LONG ISLAND
STATEN ISLAND
NEW JERSEY

NOT only a large and well located warehouse, but also a modern cartage and express organization making daily pick-ups and deliveries in the city and outside to a 25-mile radius. Established trucking connections to points beyond. Single packages.

Place both your storage and distribution responsibilities on ONE management. You make the sale—let us do the rest. Experience—Equipment—Reliability—Financial Responsibility.

POOL CAR DISTRIBUTORS

Pick-ups and deliveries at all rail and ship terminals. Our office now handles paper work on over six hundred daily storage and delivery items easily and efficiently. Receipts—C.O.D.'s—Inventories—Reports—Etc.

SHEPHARD WAREHOUSES, Inc.

NEW YORK
AN OLD ESTABLISHED BUT PROGRESSIVE INSTITUTION

FRANK SOFIA

FRANK SOFIA, one of the three brothers operating the Sofia Brothers, Inc., New York City, died March 26 as a result of accidental injuries. Mr. Sofia was treasurer of the company.

Mr. Sofia was one of the founders of the company bearing his name. He was 51 yrs. old and had devoted the last 30 yrs. to his industry, starting as a horse-team driver with his firm. In many ways he was instrumental in the changes and growth of the company. In his later years his main activities were confined to supervising the operations of the warehouses. Among his numerous ideas and improvements in equipment were the special racks and platforms installed for the storage of living room pieces, an innovation that was unique at the time.

Surviving him are his mother, Mrs. Theresa Sofia, and his brothers, Theodore and John J., remaining directors and officers of the company; Patrick, also in the moving industry, and James J., owner and operator of the Club Varieties. Two sisters, Mrs. Anna Girolamo and Mrs. Theresa Newenhoff, also survive him.

**Dangerfield's Body
Found in Canyon**

The body of Harold P. Dangerfield, formerly identified with Security Storage & Commission Company, Salt Lake City, and at one time secretary of the Utah Warehousemen's Association, was discovered by hikers in City Creek Canyon in May. He had disappeared about six months earlier and his family and friends were conducting a nation-wide search.

A graduate of the University of Utah, where he was an accountant and assistant purchasing agent, Mr. Dangerfield was 24 years old.

Movers Traffic Bureau, Inc., in their current monthly bulletin, even though they did

NEW YORK, N. Y.

State Warehouse Co., Inc.

GENERAL OFFICES 541-545 W. 34th ST.
General Merchandise Storage and Distribution
in the Center of the Metropolitan Area
Fireproof Buildings—Low Insurance Rate—Immediately
Adjacent to New York Central R. R.—Penn. R. R.—
Lehigh Valley
Members N.Y.S.W.A.—P.N.Y.A.

NEW YORK CITY, N. Y.

DISTRIBUTION...

General and Cold Storage. Sprinklered Building.
Direct track connections N.Y.C., Erie, L.V.R.R.
No cartage costs on reshipments. Same day delivery within 50-mile zone.

Terminal Warehouse Company
27th and 28th Streets 11th to 13th Avenue



NEW YORK, N. Y.

Weissberger Moving & Storage Co., Inc.

General Offices: 214-224 East 22nd St.

With fireproof warehouses located in mid-Manhattan, we are skilled in every phase of handling, packing and shipping Household Goods.

Pool Cars of Furniture and Merchandise Distributed

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse
55-55 Railroad Street
General Merchandise Storage . Distribution
Household Goods Storage . Shipping
Pool Cars Distributed and Reshipped
Direct R. R. Siding N. Y. Central
in the Center of Rochester

ROCHESTER, N. Y.

Member of N.F.W.A.—A.W.A.

IN ROCHESTER, NEW YORK

"Let us give your customers the same competent and personal service that you yourself give them."

B. G. COSTICH & SONS, INC.
271 Hayward Ave. Rochester, N. Y.

ROCHESTER, N. Y.

Established 1893

Storage of Automobiles and General Merchandise
N. Y. C. R. R. 10 Car Capacity, Private Siding
Pool Car Distribution Motor Service
Heated Throughout Sprinklered Low Insurance Rate

MONROE WAREHOUSE COMPANY, Inc.
Offices: 1044 University Ave.
Member of A. W. A.

ROCHESTER, N. Y.

**ROCHESTER
STORAGE WAREHOUSES, Inc.**

26 N. Washington St.
MERCHANDISE STORAGE . DISTRIBUTION AND
FORWARDING . STORE DOOR DELIVERY

SCHENECTADY, N. Y.



**Schenectady Storage and Trucking
McCormack Highway
Transportation**

Offices: 160 Erie Blvd.
General Merchandise Storage and Distribution
Pool Car Distribution Household Goods
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

Fireproof Throughout

Flagg Storage Warehouse Co.
SYRACUSE, N. Y.

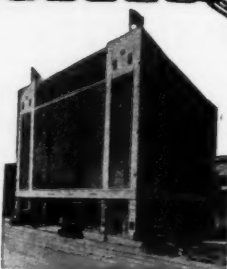
Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care
MOVING — STORAGE — PACKING — SHIPPING
Mdse. Storage Private Siding Pool Cars Handled

SYRACUSE, N. Y.

**IMPROVE YOUR
SERVICE—CUT YOUR
SELLING COSTS**

Our service ranges all the way from simple storage to complete branch-house facilities. Motor-freight daily store-door delivery over large area. Write for money-making, money-saving details.

Member AWA, ACW,
MayWA**Great Northern Warehouses, Inc.**
348-360 W. Fayette St., Syracuse, N. Y.

SYRACUSE, N. Y.

DISTRIBUTION KING STORAGE
SINCE 1897

MERCHANDISE

HOUSEHOLD
GOODSMOTOR FRT.
STORE DOOR
DELIVERYMEMBERS
A.W.A. N.F.W.A.
AGT. A.V.L.Represented by
Distribution Service, Inc.—New York—Chicago—San Francisco

UTICA, N. Y.

BROAD STREET WAREHOUSE, INC.Complete Warehousing
Service

General Merchandise — Cold Storage

Heated Storage

Private Siding and Motor Freight Terminal
Daily Trucking Service to all
Points in New York State

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.
of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 38 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

UTICA, N. Y.

Largest Fireproof Warehouse in Utica, N. Y.Household Goods and General Merchandise
Pool Car Shipments Long Distance Van Service
Complete Branch Office Facilities**MURRAY WAREHOUSE CO., Inc.**

General Offices: 106 WHITESBORO ST.

Member of May.W.A.—A.C.W.—N.Y.S.W.A.—C.N.Y.W.C.

FRANK W. STACEY

FRANK W. STACEY, secretary-treasurer of the William Stacey Storage Co., Cincinnati, Ohio, died March 21 following an illness of 10 days. Mr. Stacey was born 60 yrs. ago in Cincinnati. He was a member of the National Furniture Warehousemen's Assn., the Knights of Columbus, Elks, and a former member of the Cuyahoga Press Club. Surviving him are his widow, Mrs. Margaret Bunyan Stacey; a daughter, Miss Kathryn Stacey; a brother, Walter Stacey, superintendent of the storage company; a sister, Mrs. Irene Nagel, and his father, William Stacey. This past February Mr. Stacey was elected treasurer of the Ohio Furniture Warehousemen's Assn.

MRS. DAVID BOWES

MRS. DAVID BOWES died in Phoenix, Ariz., on March 24, at the home of her son, Edward L. Bowes. Her husband, David Bowes, was a former vice-president of the Judson Freight Forwarding Co., Chicago. For the past few years Mr. Bowes and his wife have made their home in Arizona.

FRED GEIGER, Jr.

FRED GEIGER, JR., 70, secretary-treasurer of the Geiger Transfer and Storage Co., Evansville, Ind., died April 22. Mr. Geiger had been ill 11 weeks.

**Clark Joins Staff of
Columbia Terminals**

Charles P. Clark, who for the past 18 months had represented the Columbia Terminals Co., St. Louis, Mo., as its commerce counsel in Washington, has become officially connected with the company in the capacity of assistant vice-president. He will look after the relations of the company with the Interstate Commerce Commission and the various state commissions. Mr. Clark was active in National Recovery Administration work and was later appointed deputy administrator of the Transportation Section in charge of the trucking and thirteen other transportation codes. Later he engaged in private practice before the I.C.C., specializing in the Motor Carrier Act.

**Earning Statements of Warehouse
Users Bear Heavily on Question
of Warehouse Rate Increases**

FINANCIAL statements recently made public by corporations which make use of public warehouses, either merchandise or cold storage or both, are of interest to storage executives.

Unless otherwise stated, the results of operations of the following companies are after deductions for operating expenses, normal Federal income taxes, depreciation and other charges, but before provisions for Federal surtax on undistributed earnings. Figures in some cases are subject to final adjustment.

ABBOTT LABORATORIES

Twelve months to March 31: Net profit \$1,510,378, equal to \$2.36 each on 640,000 capital shares, against \$1,198,782, or \$2 a share, for the twelve months ended March 31, 1936.

ALLIED MILLS

Allied Mills, Inc., declared a dividend of \$1.50, bringing total disbursements to \$2.50 a share for the

(Continued on page 81)

not give us credit for the idea. Publishers, too, recognize the wisdom of introducing

UTICA, N. Y.

Established 1916

Utica Warehouse Co., Inc.

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton—Specializing in, Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping

Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

CHARLOTTE, N. C.

AMERICAN STORAGE & WAREHOUSE CO.

CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED. MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.



MERCHANDISE STORAGE

Pool Car Distributors
Private Sidings

UNION STORAGE & WAREHOUSE CO., INC.
(BONDED)

1000-1008 West Morehead St.

Private Branch Exchange

20 Private Offices

Insurance Rate 25c

MEMBER OF A.W.A.—MAY.W.A.—ALLIED DIST., INC.

RALEIGH, N. C.

CAROLINA STORAGE & DISTRIBUTING COMPANY

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION

Private Siding

Motor Freight Line

Members

A. W. A.

A. CHN. WHSES.

TARBORO, N. C.

EDGEcombe BONDED WAREHOUSE
TARBORO, N. C.

Largest Sprinklered Warehouses in

Eastern North Carolina

Insurance rate 22 1/2 cents

Pool Car Shipments and Distribution Service—Trucking

Facilities

Located in the Most Prosperous Section of North Carolina

WILMINGTON, N. C.

Fireproof Warehouse

FARRAR TRANSFER & STORAGE WAREHOUSE

1121 South Front Street

Household Goods, Merchandise

Long Distance Moving

Pool Car Distribution

Member N. F. W. A.



FARGO, N. D.

Union Storage & Transfer Co. Fargo, N. D.

General Storage—Cold Storage—

Household Goods

Established 1906

Four warehouse units, total of 160,500 sq. ft. floor space—two sprinkler equipped and two fireproof construction. Low insurance rates. Spot stocks, pool car distribution, complete warehouse services. Ship in our cars for prompt and good service.

Office: No. 406-19 Northern Pacific Avenue

AWA—ACW—MNWAA—NFWA

GRAND FORKS, N. D.

85,800 sq. ft. Floor Space—Fireproof

KEDNEY WAREHOUSE CO.

GENERAL STORAGE—MOVING

HOUSEHOLD GOODS

POOL CAR DISTRIBUTION—MOTOR FREIGHT TERMINAL

AKRON, OHIO

American Storage & Transfer Co.

100 BEECH ST.

Merchandise Storage—Pool Car Distribution

Private Siding B.&O. Ry.—L.C.L. B.&O.—Penn. Ry.—

Erie Ry.

Member—Ohio Whsemen's Assoc.

AKRON, OHIO

Cotter-City View Storage Co.

Main Office: 70 CHERRY ST., AKRON, OHIO

150,000 SQ. FEET STORAGE SPACE

Fireproof, concrete buildings, modern facilities, convenient location, ideally suited for clean, careful storage of

HOUSEHOLD GOODS AND MERCHANDISE

MEMBER



Distribution area: Akron, Barberton, Cuyahoga Falls. Special attention to pool cars. Low transfer rates.

LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited.

Private Siding B. & O. R. R. Free switching all

roads. Low insurance rate.

Members of May. W. A.—O. A. C. H.—O. W. A.

AKRON, OHIO

Agent for Allied Van Lines, Inc.

The KNICKERBOCKER

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise

Fireproof Warehouse—Local and long

distance moving.

ATTENTION
DISTRIBUTORS

When you must move your executives or personnel from one city to another, call in one of our household goods warehouse advertisers. He can save you time, worry and unnecessary expense.

CANTON, OHIO

MEMBER: A.C.W. — M.W.A.
A.W.A.—O.F.A.—O.W.A.

CANTON STORAGE, Inc.
FOURTH AND CHERRY N.E.

MEMBER

WAREHOUSE ASSOCIATION

merchandise, household goods cold storage

U. S. Customs and Internal Revenue Bonded Warehouse No. 7

Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.

New York City Representative: MR. J. W. TERRELL
250 Park Avenue
Telephone: Plaza 3-1235

Chicago Representative: MR. W. E. EDDY
53 W. Jackson Blvd.
Telephone: Harrison 1498

CINCINNATI, OHIO

THE BALTIMORE AND OHIO WAREHOUSE CO.

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at Sixth and Baymiller Sts.

Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice, etc., where a low temperature is maintained.

Special attention given to reshipping in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring cooler storage.


Low Insurance Rates. Sprinkler Systems.

Address: Second and Smith Sts. FRED W. BERRY,
Manager and Treasurer.

CONSIGN VIA BALTIMORE AND OHIO RAILROAD

CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE
—WITHOUT THE OVERHEAD



Modern — Efficient — Responsible

EVERY DISTRIBUTION AND
WAREHOUSING SERVICE
KNOWN TO THE TRADE

CINCINNATI TERMINAL WAREHOUSES, INC.
U. S. General Bonded Warehouse Number 1
Parkway 8070 Cincinnati, O.

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

N. W. Corner Pearl and Plum
Merchandise Storage Pool Cars
Penn. R.R. Siding Inter-City Truck Depot



CINCINNATI, OHIO

LET US REDUCE YOUR DISTRIBUTION COSTS




**CARLOAD, DISTRIBUTING, WAREHOUSING
LOCAL & SUBURBAN TRUCKING**

Diversified motor truck equipment
contracted for to meet your requirements.

Merchandise haulers—Pool car distributors
Car Loading—Transferring

The CINCINNATI TRANSFER Co.
Office and Warehouse, 739 W. 6th St.

CINCINNATI, OHIO

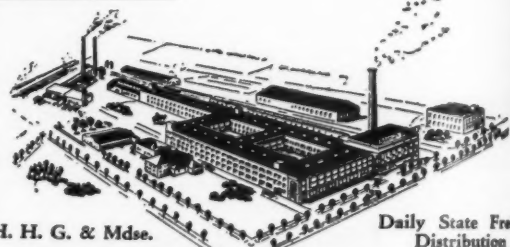
MEMBER

WAREHOUSE ASSOCIATION

The "A" Naish Moving and Storage Co.
3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction, 40,750 Sq. Ft. Consign Shipments to Oakley Sts. of B.&O. Distribution of Pool Cars. Transfers Household Goods. Cargo Insurance.

Member of May WA—OFWA—OACE—CinVOV

CLEVELAND, OHIO



H. H. G. & Mds. Daily State Freight Distribution

BRAMLEY STORAGE CO.

A Storage House of Distinction
Railroad Siding, Low Insurance Rates, Sprinkler System
C.F.W.A. and Steam Heated O.W.A.

CLEVELAND, OHIO

BRITTEN TERMINAL Inc.

UNITED STATES CUSTOM BONDED
Merchandise Storage & Distribution. Lowest Insurance Rates. Covered Rail & Truck Docks. Operate Own Truck Equipment. Pool Car Distribution.

2775 PITTSBURGH AV.
Telephone PROspect 2970

CLEVELAND, OHIO

**"A WAREHOUSE IS ONLY AS GOOD
AS ITS PERSONNEL"**

To insure good service use

THE GREELEY-GENERAL WAREHOUSE CO.
LOCATED IN THE NEW YORK CENTRAL FREIGHT TERMINAL
AT BROADWAY AND E. 15th ST.

ATTENTION
WAREHOUSEMEN

"Business goes where it is
invited and stays where it is
well treated."

J. W. Shugart

this by printing pictures of the "men behind the signatures," so their subscribers can

CLEVELAND, OHIO



**Distribution Terminal
Warehouse Company**
Central Viaduct and West 14th St.
Cleveland, Ohio

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

(Continued from page 78)

fiscal year ending on June 30. In January, 1937, and August, 1936, dividends of 50 cents each were disbursed.

AMERICAN METAL COMPANY

March quarter: Net profit, \$866,572, compared with \$282,430 last year. Net profit for the twelve months ended with March was \$2,319,994, against \$1,010,598 for the year before. The statement for the twelve months does not include a loss on sale of securities in the last nine months of 1936 of \$62,459, nor a loss in the first quarter of 1937 of \$34,932, both of which have been transferred to contingent reserve.

BARBER COMPANY, INC.

Net profit for the first quarter of this year after all deductions, except for possible surtax on undivided profits, was \$158,716, equal to 40 cents each on 390,223 capital shares. This compares with \$88,471 earned in the similar period of 1936. For the year ended on March 31, net profit was \$691,732, or \$1.77 a share, against \$8,611, or 2 cents a share, in the preceding twelve months.

BON AMI

Net profit, this past March quarter, of Bon Ami Company and subsidiaries was \$317,309. Under participating provisions of the shares, the net profit is equal to \$1.54 each on no par class A shares (excluding 7,353 shares held by company), and 87 cents a share on no par shares of class B stock. Net profit during corresponding quarter in

CLEVELAND, OHIO

**LEDERER
TERMINALS**

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THREE GREAT WAREHOUSE LOCATIONS
GENERAL OFFICE, 1531 W. 25th ST.

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DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform. Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.Rs. to Cleveland, Ohio.



LINCOLN STORAGE

W. R. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

CLEVELAND, OHIO

AT YOUR SERVICE



- Eight modern warehouses
- Special storage facilities
- Low insurance rates
- Private switch facilities
- Quick deliveries

A warehouse in each major section of the city.

The **NEAL**
STORAGE COMPANY
CLEVELAND OHIO

Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

CLEVELAND, OHIO

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POOL-CAR DISTRIBUTION
HEATED LIQUOR STORAGE
CUSTOMS BONDED
WAREHOUSE
LEASE SPACE



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OF CLEVELAND"

A MODERN, FIRE-PROOF STRUCTURE WITH
ENCLOSED DOCKS. N.Y.C. SIDING WITHIN BUILDING

THE OTIS TERMINAL WAREHOUSE Co.

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DISTRIBUTORS**

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SimoNuggets

see what the fellows look like, whose signatures they know so well. This publisher is

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Facilities, Service and Security

Merchandise Storage and Distribution . . . Fireproof Buildings . . .
A.D.T. Service . . . Low insurance rates . . . Convenient locations . . .
United States Custom Bonded . . .
Fumigation if desired . . . Pool car distribution.

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Columbus Terminal Warehouse Company

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Established in 1882

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MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

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CHAS. F. COHAGAN, PRES. IDEALLY LOCATED

COLUMBUS: — In the Center of Ohio.

THE MERCHANDISE WAREHOUSE CO.: — In the Center of Columbus.

SERVICE: — That means more business for you at less expense. Let us serve you at Columbus.

PRIVATE SIDING ON N. Y. CENT. RY. U. S. Customs Bonded



The Merchandise Warehouse Co.
370 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—D.W.A.—A.C.W.

1936 was \$245,556, or \$1.18 a class A share and 70 cents a share on class B.

CALIFORNIA PACKING

Operations of the California Packing Corporation for the fiscal year ended on Feb. 28 resulted in a net profit of \$4,747,269, after depreciation, interest on Federal income taxes and other charges. This is equal to \$4.92 each on 965,073 shares of common stock. As preferred stock was outstanding only in the late days of the fiscal year and accrued interest amounted to less than \$4,000 on this stock, no equity for the common was not affected. In the preceding fiscal year the corporation earned \$2,542,248, or \$2.63 a share. Sales increased to \$30,750,118 during the year from \$58,188,106 for the year ended Feb. 29, 1936.

Current assets on Feb. 28 last, including \$3,558,000 cash, amounted to \$35,308,619, and current liabilities, including \$6,750,000 bank loans, were \$11,952,667. This compares with cash of \$2,178,700, current assets of \$27,246,872 and current liabilities of \$7,203,050 at close of preceding year.

Merchandise inventories amounted to \$18,958,000 against \$15,342,383.

CONSOLIDATED CIGAR AND SUBSIDIARIES

March quarter: Net profit, \$126,422, equal to \$1.26 each on 79,444 shares of 6½ per cent cumulative first preferred stock, against \$100,554, or \$1.26 each, on 82,068 shares of 6½ per cent preferred stock year earlier.

CROSLEY RADIO CORPORATION AND SUBSIDIARIES

March quarter: Net loss after royalties and \$250,000 provision for flood loss, \$31,559. This compares with net profit last year of \$687,877, equal to \$1.26 a share on 545,800 no-par shares of capital stock. Out of production for about a month because of fire and flood in the first quarter and with operations hampered because of lack of adequate supply of refrigerator cabinets following destruction of the cabinet plant, the company's sales dropped to \$3,973,336 from \$6,847,523 in the same quarter year ago.

DOUGLAS AIRCRAFT

Quarter to Feb. 28: Net profit after reduction of inventory to provide for anticipated losses of certain contracts in process, \$253,580, equal to 6 cents a share on 560,883 shares of capital stock outstanding. In same quarter last year, company showed a profit of \$18,185 before Federal income taxes.

ELECTRIC AUTO-LITE CO. AND SUBSIDIARIES

First quarter of 1937: Net profit of \$1,228,135 after depreciation, Federal income taxes, minority interest and other deductions. After dividends of \$78,505 on the 7 per cent preferred stock, the profit is equal to 96 cents each on 1,196,229 shares of \$5 par common stock. In the corresponding three months of 1936, the net profit amounted to \$852,515, or 65 cents a share on 1,177,652 common shares then outstanding.

EMERSON ELECTRIC

Four months to Jan. 31: Net loss, \$100,114, according to figures compiled by SEC.

EUREKA VACUUM CLEANER

March quarter: Net profit, \$59,320, equal to 25 cents each on 240,395 shares of \$5-par capital stock.

(Continued on page 85)

doing a good job, but we remind potential imitators of our horizontal column that —

COLUMBUS, OHIO

Consign Your Household Goods Shipments to
DAN EDWARDS at COLUMBUS
 Packing—Shipping—Storage—Local and Long Distance Moving—Steel
 and Concrete Warehouse—Private Siding



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Member—National Furniture Warehousemen's Assn., Ohio Warehouse-
 men's Assn.

COLUMBUS, OHIO

**MERCHANDISE STORAGE
 and DISTRIBUTION**

**FIRE
 PROOF**



**LOW
 INSURANCE**

THE NEILSTON STORAGE CO.

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Whse. (MDSE) Steel; private siding on Erie R.R. Free switching
 from all other lines. Dist. Mdse. Pool Cars. City delivery of
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Merchandise and Household Goods Storage,
 Moving, Packing, Shipping

Distribution of Pool cars, NYC siding

Member: M.W.A., O. A. C. H.

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Strictly Fireproof warehouse for Merchandise and Household
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 house. For complete service contact us.

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G. A. WRIGHT, Pres. & Mgr.

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 Wright Service to Meet Your Requirements.

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Every Known Modern Warehouse Facility

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GREAT LAKES

TERMINAL WAREHOUSE CO.

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 RESPONSIBLE—WAREHOUSE

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Merchandise storage . . . Pool car distribu-
 tion . . . Fireproof . . . Private siding Nickel
 Plate Road . . . Free switching . . . Nego-
 tiable receipts . . . Transit storage arrange-
 ments . . . Motor truck service . . . Located in
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"He who imitates what is evil always goes beyond the example that is set; on the con-

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Commercial Warehouse Co.50,000 sq. ft. for Exclusive Merchandise Storage
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Free Switching

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TRUCKS
& TEAMINGHOUSEHOLD
GOODS

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POOL CAR DISTRIBUTIONBrick and Concrete Construction Building. Strictly Fireproof—Auto-
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veniently located in Downtown Industrial and Retail districts.

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MERCHANDISE STORAGE & DISTRIBUTION

Punctual Service & Remittances

Centrally Located—Low Fire Rates

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Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit
your shipments to our city and assure you we will reciprocate
and guarantee prompt remittance. Located on Railroad.
Best Service Obtainable.

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Established 1926

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Merchandise and Household Goods Warehouse

Hollow Tile Construction 9,600 sq. ft. Investment \$8,000. Consign shipments via
G. N.-S. P. Transfers Household Goods. Equipment 3 Trucks. Cargo Insurance.

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Colonial Warehouse and Transfer Co.Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act
Merchandise, Storage and Distribution
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1306 N. W. HOYT STREET

General Merchandise Storage and
Distribution

Private Siding All Railroads Entering Portland

Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION
A SPECIALTY

Member A. W. A.—Amer. Chain.

Established 1864

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1848

1238 Northwest Glisan Street

Portland, Oregon

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Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

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MERCHANDISE WAREHOUSING AND TRANSPORTATIONPool Cars and L. C. L. Distribution to the Pacific Northwest and
Inland Empire with Free Pick Up and Delivery Service to All Main
Points. Route your shipments Via Water or Rail to us at our
private Siding.**PIHL TRANSFER & STORAGE CO.**

1231 N. W. Hoyt St.

Portland, Oregon

Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

COVER THE NORTHWEST
THROUGH**RUDIE WILHELM WHSE. CO., INC.**

Rudie Wilhelm, Pres.

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U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution
of All Commodities

Agents: Universal Transcontinental Freight Service

ATTENTION
DISTRIBUTORS"I look upon the warehouse
man as my business friend, and
sometimes he's my personal friend
too. He is necessary to me in my busi-
ness, and were it not for him it would be
utterly impossible to distribute my product
in certain territories."

John Simon

trary, he who imitates what is good always falls short."—Guicciardini—(you pronounce

BETHLEHEM, PA.

LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE COMPANY

15th Avenue, North of Broad Street, Bethlehem, Pa.

30,000 CU. FT. COLD STORAGE
200,000 CU. FT. DRY & HOUSEHOLD STORAGE

Serving ALLENTOWN, BETHLEHEM AND EASTON
 Private Siding LEHIGH & NEW ENGLAND R. R.



HARRISBURG, PA.

Pool Cars

Efficiently Handled Merchandise and Household Goods Storage

HARRISBURG STORAGE CO., Harrisburg, Pa.

P. R. R. Siding. Agent for Auto Mayflower Transit Co. American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna. Warehousemen's Association, American Chain of Warehouses



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THE ERIE STORAGE & CARTING COMPANY

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Trackage on New York Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of merchandise and household goods. Branch house service for manufacturers. Pool cars distributed.

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Overnight service on merchandise to all of the above cities.

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GENERAL MERCHANDISE STORAGE
 POOL CARS DISTRIBUTED
 BRICK BUILDING—LOW INSURANCE
 STORE DOOR DELIVERY ARRANGED FOR PENNA. R. R. SIDING

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LANCASTER, PA.

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Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.
 Forwarding agents

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A responsible nation-wide moving service. Call upon us when transferring representatives any place in the United States, Canada or abroad.

ATLAS STORAGE COMPANY

Agent: ALLIED VAN LINES, INC.
ATLAS TRANSPORTATION COMPANY
 operating under tariffs filed with I.C.C.

4015 WALNUT STREET

Telephone: EVERGREEN 1290

Cable address: BOWLINGVAN

(Continued from page 82)

against \$82,913, or 34 cents a share, last year. Net profit for the twelve months ended with March totaled \$224,736, or 93 cents a share. For the corresponding period of previous year the net profit was \$259,566, or \$1.08 a share.

FOOD MACHINERY CORP. AND SUBSIDIARIES

March quarter: Net profit \$447,039, compared with \$211,611 last year. For the six months ended with March, net profit was \$686,561, compared with \$347,511 in the same period of previous year. Earnings for each period were the largest for any similar period in the company's history, according to John D. Crummey, president.

FORMICA INSULATION

March quarter. Net profit \$41,178, equal to 23 cents each on 180,000 no-par capital shares, against \$38,161, or 21 cents a share a year before.

GAIR (ROBERT) COMPANY, INC., AND SUBSIDIARIES

March quarter: Profit after interest on bonds of subsidiary company and dividend on preferred stock of subsidiary was \$419,695 but before providing for interest on income notes and Federal income taxes. The provision for interest on income notes and Federal income taxes amounts to about \$104,000. This compares with profit of \$80,055 before interest on income notes and income taxes in first quarter of 1936, when the interest on income notes and Federal income taxes approximated \$60,000.

it—we only copied it). And while on the subject of imitation, you should follow the

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Est. over 50 years.

FENTON STORAGE CO.*Absolutely Fireproof*

46th and Girard Ave.

Cable Address "Fence"

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Storage, moving and distribution of household goods and merchandise.

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Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

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Executive Offices—708 So. Delaware Ave.

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U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.
Company owns fleet of motor trucks for city and suburban deliveries

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BUELL G. MILLER, President

**MILLER**
North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member N.W.A., P.M.T.A., C.F.M.A. of Pa.

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22 MODERN, CENTRALLY LOCATED WAREHOUSES

Right in the very center of the industrial, wholesale and retail sections of Philadelphia, with more than 1,000,000 sq. ft. of storage space, bonded and free, available.

Each building is of modern construction, fully equipped, adequately safeguarded and efficiently managed by an experienced staff qualified to handle all business detail, except selling.

Accommodations are provided for practically every type of merchandise, with separate buildings for hazardous goods.

SPECIAL BANKING SERVICE

is provided for the handling of bills-of-lading and loans on warehouse receipts.

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices & Banking House, 111-113 S. 3rd St., Philadelphia

JOHN A. McCARTHY, President

MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)
Pennsylvania Warehousemen's AssociationNEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954
J. W. Terreforte, 250 Park Ave. Tel., Plaza 3-1235

CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Telephone, Harrison 1496

GENERAL CIGAR

March quarter: Net income is estimated at \$265,870, equal after 7 per cent preferred dividends, to 76 cents each on 472,982 no-par common shares, compared with \$327,778, or 51 cents a common share last year.

HECKER PRODUCTS

March quarter: Net profit, \$481,316, equal to 30 cents each on 1,823,170 voting trust certificate for common stock. No comparison available. Since July 1, 1936, no charges have been made to reserve for development and introduction of new products. Results of all operations having been included in earnings. For the quarter ended Dec. 31, 1936, the net profit was \$479,223, or 27 cents a voting trust certificate, and in the quarter ended Sept. 30, 1936, was \$424,109, or 23 cents a certificate, making net profit of \$1,384,648, or 76 cents a certificate for the nine months ended March 31, 1937.

HERSHEY CHOCOLATE AND SUBSIDIARIES

March quarter: Net profit, \$1,356,152, equal after allowing for participating provisions of the convertible preference stock, to \$1.21 each on 701,740 no-par shares of common stock, excluding 26,940 shares held by company. Net profit last year was \$1,218,687 or \$1.01 a share on common.

HUNTER PACKING

For 1936: Net loss, \$29,306, contrasted with net income in 1935 of \$425,179.

INLAND STEEL

First quarter of 1937: Net income of \$5,008,774, or \$3.34 a share, against \$1,934,631, or \$1.34 a share a year before. This net profit was the largest for any quarter in the company's history. No provision for Federal tax on undistributed earnings was made.

INTERNATIONAL SILVER AND CANADIAN SUBSIDIARY

First quarter of 1937: Estimated net income of \$163,728 after depreciation and provision for Federal income taxes. This contrasted with a net loss of \$169,728 for the first quarter of 1936.

JONES & McLAUGHLIN STEEL

First quarter of 1937: Net income of \$1,982,380. Company paid \$1,027,493 in dividends on preferred stock at the rate of \$1.75 a share on account of arrearages, leaving \$26.25 a share in arrearage. A balance of \$954,901 was carried to surplus.

KEYSTONE STEEL & WIRE

Net income, this past March quarter, \$378,154, equal to 50 cents a share on 757,632 no-par capital shares outstanding, compared with \$153,100, or 20 cents a share, in previous quarter, and compared with \$332,656, or 44 cents a share, in March quarter of 1936.

Net income for nine months to March 31 was \$756,959, or \$1 a share, compared with \$1,049,783, or \$1.38 a share, in same period of preceding year.

Sales for nine months to March 31, totaling \$8,827,272, were highest for any similar period in company's history and compared with \$7,301,647 for nine months ended March 31, 1936, or a gain of 20.8 per cent.

(Continued on page 89)

example of those who are sending in nominations for this horizontal column—publicity

The DIRECT Entry to Eastern Markets

13 modern warehouses. 68 acres of floor space with facilities for handling merchandise of every kind. Strategically located in the center of the wholesale district with direct connections with Pennsylvania Railroad and Reading Railroad. Completely equipped pool car departments. No cartage expense on l.c.l. rail shipments.

TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986

625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461

219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at
Strategic Distribution Centers



Motor Truck Service

We own and operate a fleet of motor trucks to provide "Store Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

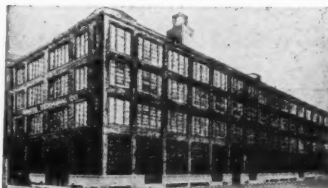
Thomas White

Owner and Manager

WHITE TERMINAL CO.

16th-17th and PIKE STS.

IN THE HEART
OF THE
PITTSBURGH
JOBGING
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

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DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.
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PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses

Sprinkler Protected

Distributors

Penna. R. R. Siding

Kirby Transfer & Storage Co.

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Pittsburgh, Pa.

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE

MERCHANDISE STORAGE

LOCAL AND LONG DISTANCE MOVING

PRIVATE SIDING, D. L. & W. R. R.

POOL CARS

SCRANTON, PA.

The Quackenbush Warehouse Co.

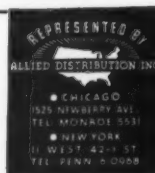
219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS

STORAGE POOL CAR DISTRIBUTION

D L & W and D & H Sidings

Member of Allied Distribution, Inc.



can't be bought—it's free to those who have the knack of securing it. We want to

UNIONTOWN, PA.

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31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING
Private Siding B. & O. R.R.

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WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service
Storage-in-Transit and Pool Cars

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Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.FIREPROOF BUILDING—416 FRANKLIN STREET
P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

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CADY MOVING & STORAGE CO.

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Storage, Moving, Shipping
80-90 Dudley St.Member National Furniture Warehousemen's Assn.
Agent for Allied Van Lines, Inc.

PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.Storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.Trackage facilities 50 cars. Dockage facilities on
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.Merchandise Storage and
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Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

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*"The Heart of the Piedmont"***TEXTILE WAREHOUSE CO.**

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Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

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135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00
per annum.

Pool Cars distributed.

Household goods shipments
collected. Prompt remittance
made.MEMBERS American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

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J. E. Dupes, Pres. & Gen. Mgr.—E. V. Bruce, Asst. Mgr.

**Rowe Transfer & Storage Co.**

416-426 N. Broadway

Household Goods and Merchandise Storage and
Distribution. Pool Car Distribution.
Fireproof Warehouse. Low Insurance.Agent, Aero Mayflower Transit Company
Member, Mayflower Warehousemen's Association

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S. S. DENT, Pres.

**General Whse. & Dist. Co.**

435 So. Front St.

*"Good housekeeping, accurate records,
Personal Service"*
Located in the center of the Jobbing &
Wholesale DistrictSprinklered Low Insurance
Private R. R. siding Perfect service

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L. E. McKNIGHT, Pres.

OUR CUSTOMERSARE THE BEST ADS WE HAVE, BE-
FORE SETTLING IN MEMPHIS. LET
US GIVE YOU THEIR NAMES.**MERCHANTS**

WAREHOUSE CO., Inc.

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MEMPHIS, TENN.

Established 1856

PATTERSON TRANSFER COMPANYNew River and Rail Terminal Warehouse. Merchandise Storage
and Pool Car Distribution. Lowest Insurance Rates—\$1.10
per \$1,000.00 per Annum. Bonded Agents of all Rail and
Barge lines. Let us serve you in the Mississippi Valley.
Member of A.W.A. and A.O.W.

MEMPHIS, TENN.

Pres. J. H. POSTON
Secy. and Treas. W. H. DEARING**JOHN H. POSTON
STORAGE WAREHOUSES**

671 to 679 South Main St.

Established
1894

Insurance Rate \$1.25 per \$1,000 per Annum

Distribution a Specialty

Represented by ALLIED DISTRIBUTION INC.
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*"SERVICE"***ROSE WAREHOUSE CO.**

2-8 East and 2-12 West Calhoun Avenue, Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"

publish your name and picture here, but it's up to YOU to find a way. As a first step

(Continued from page 86)

LIFE SAVERS CORPORATION AND SUBSIDIARIES

March quarter: Net income, \$234,647, equal to 67 cents each on 350,140 shares of \$5-par capital stock, compared with \$154,498, or 44 cents a share, a year before.

LOOSE-WILE BISCUIT AND SUBSIDIARIES

March quarter: Net profit, \$288,309, equal, after dividend requirements on 5 per cent preferred stock, to 45 cents each on 521,500 \$25-par common shares. Net income a year before was \$407,675, or 68 cents a common share.

McKESSON & ROBBINS, INC.

First quarter of 1937: Net profit, \$979,691, equal, after dividend requirements on the preference stock, to 45 cents a common share, according to a report which will be made public today. This compares with \$551,005, or 12 cents a common share, earned in the first three months of 1936.

Net sales, after deducting intercompany transactions, aggregated \$42,580,103 for the quarter, an increase of 19 per cent over the \$35,782,206 volume reported for the same period a year ago. Sales for March amounted to \$15,576,407, against \$12,701,172 in March, 1936; a gain of 22.64 per cent.

MID-CONTINENT PETROLEUM

First quarter of 1937: Consolidated net income of \$1,233,025 after expenses, taxes, depreciation, depletion and other charges, but before any provision for surtax on undistributed profits. This was equal to 66 cents a share on the 1,855,912 capital common shares outstanding. In the corresponding quarter last year the company had a net income of \$942,659, or 51 cents a share.

The directors declared an interim dividend of 50 cents a share on the capital stock, payable on June 1 to stock of record on May 10. On Dec. 1, last, the company paid a dividend of 75 cents a share.

MINNEAPOLIS BREWING CO.

March quarter: Net income, \$31,645, equal to 6 cents each on 500,000 shares.

PENICK & FORD

Net profit, this past quarter, of Penick & Ford, Ltd., and subsidiaries, \$90,460, equal to 24 cents a share on 370,000 no par capital shares, compared with \$388,280, on \$1.05 a share, in same quarter last year.

The 1936 drought, requiring payment of substantial premiums for corn, and the fact that selling prices did not keep pace with higher prices for corn, accounted for the reduction in earnings, it was said. Competitive selling terms whereby customers may order at prices in effect prior to an advance have resulted in substantial bookings of corn products for future delivery at unprofitable prices, the report added.

REMINGTON RAND, INC.

Net income for quarter ended on March 31—the largest for any three-month period in corporation's history—amounted to \$1,732,068 after all charges, including provision for surtax on undistributed profits. After dividend requirements on the preferred stock, the earnings were equivalent to 98 cents each on 1,549,158 shares of outstanding common stock. For the final quarter of 1936, the company showed a net income of \$1,057,243, or

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Phone 5-4153

BOND-CHADWELL Co.

MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE
RIVER, RAIL AND TRUCK TERMINAL
Household Storage, Local and Long Distance Moving
Fireproof Warehouses—Up-to-Date Equipment

AGENTS ALLIED VAN LINES, Inc.

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.**Nashville Warehousing Co.**

GENERAL STORAGE

POOL CAR DISTRIBUTION

FREE SWITCHING—CITY TRUCKING

NASHVILLE, TENN.

ESTABLISHED 1886

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194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered — Lowest Insurance Spot Stock and Pool

Car Distribution — Private

Siding — Free Switching

Motor Truck Service.

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

**Armstrong Transfer & Storage Co., Inc.**

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Universal Carloading and Distributing Company.

Member Mayflower W. A.—Amarillo Warehousemen's Association—American Chain of Warehouses

**BEAUMONT, TEXAS****GARDNER'S****BEAUMONT TRANSFER & STORAGE COMPANY**

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GENERAL MERCHANDISE—H.H. GOODS STORAGE

POOL CAR DISTRIBUTION

PRIVATE SIDING—FREE SWITCHING

we suggest that YOU nominate someone. A telephone message the other day gave us a

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PERRY TUCKER

ESTAB. 1896



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DISTRIBUTORS OF MERCHANDISE
VIA RAIL, TRUCK OR WATER
BONDED WAREHOUSES

Post Office Box 123

Phone 123

Members N.W.A.—S.W.T.A.—T.M.T.A.

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice-Pres.
May Crocker—Sec. & Treas.

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TRANSFER AND STORAGE CO., Inc.

Established 1912

Distribution Pool Cars or Boat Shipments
Merchandise & Household Goods
Storage—Drayage—Crating

Members—A.W.A. N.F.W.A. S.W.T.A. A.C.W.
Agent for Allied Van Lines, Inc.

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TRANSFER & STORAGE CO.

BONDED FIREPROOF WAREHOUSES
MERCHANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION LOCAL DRAYAGE
K. K. MEISENBACH JACK ORR

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In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 160,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.

For 60
Years

BINYON-O'KEEFE

For 60
Years

Dallas
Associated with Distribution Service, Inc.

DALLAS, TEXAS

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(Established 1875)DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.

Second Unit Santa Fe Building
Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers, and
Warehouse Space



Operators of Lone Star Package Car Company
(Dallas Division). Daily service via rail from St. Louis
and C.F.A. territory to all Texas points.
Semi-weekly service via Morgan Steamship Line from New York and Seaboard
territory to all Texas points. N & W Motor Freight Line, serving South
Central, North Texas and Oklahoma.

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"Courtesy With Unexcelled Service"
Complete Warehousing

R. E. Abernathy, Pres.

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Ft. Worth-Trinity Warehouse Co. Also Corsicana-Trinity Warehouse Co.
Ft. Worth, Texas Corsicana, Texas

Member of A.W.A.—S.W.A.

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appeared in each succeeding issue
of D and W—Don't depend on the
Annual Warehouse Directory issue alone.

story worthy of Bob Ripley. Maybe you can beat it, but we doubt it. A fellow moved

55 cents a share, on the common. In the March
quarter of 1936 earnings totaled \$1,140,822,
61 cents a common share on the present basis.

RITTER DENTAL MANUFACTURING AND
DOMESTIC SUBSIDIARIES

March quarter: Net profit, \$101,977, equal, after
quarterly dividend requirements on 7 per cent pre-
ferred stock, to 37 cents a share on 159,800 no-
par shares of common stock. Net profit last year was
\$101,124, or 36 cents a share on common. E. L.
Wayman, president, said shipments in March were
the largest for any month since 1929, while ship-
ments during the first four months of this year ran
43 per cent ahead of a year ago. For the full
year of 1936, the company reported a net profit
after surtax of \$418,362, equal after preferred
dividends, to \$1.52 each on 159,800 common shares
against \$304,566, or 81 cents a share, in 1935.
Operations of the German subsidiary, Ritter A. G.,
resulted in a net profit of \$113,178 for 1936 at
the old rate of parity, against a profit of \$18,400
the year before. Accounts of the German sub-
sidiary have not been consolidated with those of
the parent company in either year because of
foreign exchange restrictions.

ROYAL TYPEWRITER CO. AND DOMESTIC
SUBSIDIARIES

March quarter: Net profit, \$1,154,640, equal to \$1.43
a common share, compared with \$588,663 or \$1.36
last year. Net profit for March was \$556,927,
against \$206,589 a year ago.

Servus Rubber Company—for 1936: Net income
\$125,617, contrasted with net loss of \$52,919 in
1935.

SCOTT PAPER CO.

March quarter: Net earnings, \$257,276, equal to 61
cents each on 569,983 shares of common stock
against \$207,089, or 36 cents a share on same basis
a year before. Edward S. Wagner, first vice-presi-
dent and treasurer, said: "A 20 per cent increase
in business enabled the company to show higher
earnings despite a rise in costs for materials
wages and salaries."

SKELLEY OIL CO.

Quarter ended March 31: Consolidated net income,
\$1,534,413, equal, after preferred dividend require-
ments, to \$1.43 a share on 1,006,348 common shares
outstanding, compared with \$797,015, or 69 cents
a common share, last year.

SOUTHERN DAIRIES, INC., AND SUBSIDIARIES

For 1936: Net income after \$7,600 surtax, \$333,681,
equal to \$1.33 each on 250,000 Class A shares.
Net income in 1935 amounted to \$57,122 or 23
cents a share on Class A stock.

SQUARE D COMPANY

First quarter of 1937: Net profits, \$214,073 after
charges and Federal taxes but before any reserve
for Federal surtax on undistributed profits. Its
earnings in the first quarter of 1936 were \$122-
232. The company also announced that for the
twelve months to March 31 net profits were \$1,115-
813 before reserve for surtax, compared with \$716-
581 in the period ended on March 31, 1936.

E. R. SQUIBB & SONS

For 1936: Consolidated net profit, \$1,219,766, or
almost double the profit of \$657,585 for 1935, and
(Continued on page 93)

DALLAS, TEXAS



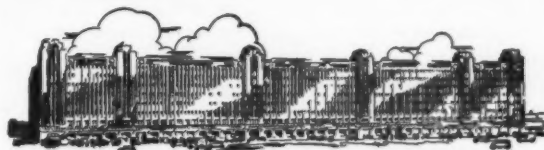
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Fireproof Storage
& Transfer Co.**

301 North Market St.
Merchandise Storage and
Distribution.



Household Goods Storage, Moving &
Packing—Long Distance Hauling
Associate Managers
W. I. Ford R. E. Eagon

FORT WORTH, TEXAS



The Southwest's Finest Warehouse
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE
Texas and Pacific
Terminal Warehouse Co.

DALLAS, TEXAS



SPECIALIZING

**MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION**

SERVING THE GREAT
SOUTHWEST AREA

EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT.

KOON-McNATT STORAGE & TRANSFER CO.
911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY
Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.
Merchandise storage—pool car distribution, daily motor freight lines.
Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

HOUSTON, TEXAS

BINYON-STRICKLAND

WAREHOUSES, INC.

Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.
Goliad & Morin Sts. Houston

DALLAS, TEXAS

*A Complete Merchandise Warehouse
Service*

**COLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS**

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Houston Street at McKinney Avenue. 1917 North Houston Street.
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The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

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HOUSTON CENTRAL WAREHOUSE CO.

ALL MODERN FACILITIES FOR EFFICIENT
WAREHOUSING AND DISTRIBUTION OF MERCHANDISE
HOUSTON'S MOST CENTRALLY LOCATED.

New York Rep.
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Phone: Penn. 6-0968

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In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



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Fireproof Storage Co.
Fort Worth
Associated with Distribution Service, Inc.



HOUSTON, TEXAS

HOUSTON PORT WAREHOUSE CO.

Merchandise Storage & Pool Car Distribution

Operating three hundred truck units serving Texas, Oklahoma,
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Houston Terminal Warehouse & Cold Storage Company

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Office Space Display Space Parking Space
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Merchandise Storage and Distribution
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*Send your own nominations to
—Bottom Line Editor of D&W*

to New York City from Toledo two months ago and doesn't know who took his house-

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DIRECTORY OF WAREHOUSES

D and W, June, 1931

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Merchandise Storage — Pool Car Distribution
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IN HOUSTON

**Westheimer
Transfer and Storage Co., Inc.**

Fifty-four Years of Dependable Service
SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY
Benj. S. Hurwitz President Agent for Allied Van Lines, Inc. Members N. F. W. A.
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**MERCHANTS TRANSFER & STORAGE CO.
FIREPROOF BONDED WAREHOUSE**

Complete Storage and Distribution Service
over 50 years of satisfactory service
Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.
BONDED FIREPROOF**

POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE
Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.

HOUSEHOLD MERCHANDISE
COLD STORAGE CARTAGE
DISTRIBUTION
INSURANCE RATE 10c
Members of 4 Leading Associations

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FIREPROOF BONDED STORAGE**

U. S. Customs Bonded Warehouse—
Cartman's Permit No. 1

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas
General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

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**TEXAS FIREPROOF STORAGE CO.
225-227 So. 11th St.**

Modern Merchandise and Household Goods Storage
Free Switching, Eight-Car Private Siding.
Storage-in-Transit Privileges. Branch Office Facilities.
Pool Car Distribution, Household Goods Transferred.
Established 1923 R. B. Albaugh, Pres.
Member of AWA—NFWA—AVL—SWA—ACW

WICHITA FALLS, TEXAS

Wichita Falls Fireproof Warehouse

(Reinforced concrete)
Motor Freight Service to All Territory
Tarry Warehouse & Storage Company, Inc.

Members { National Furn. Warehousemen's Assn.
Southwest Warehouse & Transferrers' Assn.
See TYLER-TARRY-FAGG Co. Associated

OGDEN, UTAH.

Member of A.W.A.

WESTERN GATEWAY STORAGE CO.

Warehousing in all its branches
Precise and definite service at reasonable rates
Ogden is the largest railroad terminal in the Intermoun-
tain West. Considerable time can be saved in the dis-
tribution of pool cars through Ogden

SALT LAKE CITY, UTAH

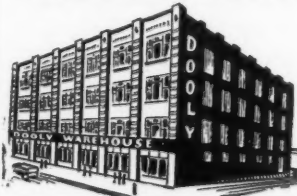
CENTRAL WAREHOUSE

Fireproof Sprinklered
Insurance rate 18c. Merchandise Storage. Pool Car Distribu-
tion. Office Facilities.
Member A. W. A.

SALT LAKE CITY, UTAH

DOOLY TERMINAL WAREHOUSE

"IT'S THE LOCATION"
213 So. First West St.



FACILITIES—55,000 sq. ft.; Saw
burning, brick, steel and mill work.
Floor load 250 lbs.; Sprinklered
A.D.T.; private watchman; Insurance
rate, 14c. Interurban Electric siding,
free switching from all R. R.'s.

SERVICE FEATURES—Bonded, Pool
car distributors. Mer-
chandise storage; col-
lections made and promptly
paid; extending all services of a branch house except the
actual selling. Free pick-up and delivery service from ware-
house to transportation depots. Office space.
ASSOCIATIONS—Utah Warehousemen's Assn.
IDEALLY LOCATED—On the edge of Salt Lake's business
and financial district and right in the center of the jobbing
section—in the heart of all business activity, and the
most desirable location in Salt Lake City.
Our negotiable receipts are accepted by banks as collateral
against Merchandise stored in warehouse. Prompt delivery
service.



SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced concrete Sprinklered Space
Insurance Rate 14 Cents
JENNINGS-CORNWALL WAREHOUSE CO.
Salt Lake City, Utah
Represented by
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

Storage — Distribution — Service

M. A. KEYSER FIREPROOF STORAGE CO.

328 West 2nd South

72,000 Square feet space. Reinforced concrete and brick with office or desk space, also
U. S. Customs bonded space. In center of jobbing district. Free switching.
Private siding. Unsurpassed service. Specialists in dis-
tribution. Our receipts accepted as col-
lateral by banks for advance in strength
Free P. & D. service over rail and
truck lines.

Member AWA—NFWA—UWA—AWI

SALT LAKE CITY, UTAH

MOLLERUP MOVING AND STORAGE CO.

Operating
MOLLERUP VAN LINES

Warehousing, Local and Long Distance Moving.
Shipments handled from all parts of the U. S.
Bonded and Insured.
J. A. MOLLERUP, Manager

hold effects or where they are now. He lost his receipt, doesn't know where the goods

(Concluded from page 90)

it was equivalent to \$1.95 a share on the common stock against 74 cents a share in 1935, after preferred dividend requirements.

Current assets on Dec. 31 were \$9,682,839, including \$858,551 cash, against \$7,800,042 and \$963,938, respectively, a year before, and current liabilities, including \$1,000,000 in bank loans, were \$2,989,422, against \$1,486,911 at the end of 1935. The bank debt and the smaller cash both reflect increased sales, Carleton H. Palmer, president, reported.

STANDARD BRANDS, INC., AND SUBSIDIARIES

March quarter: Net income after foreign income taxes but before profit and loss items, \$2,885,482, equal, after dividend requirements on 7 per cent preferred stock, to 22 cents a share on 12,645,423 no par shares of common stock. Net income last year was \$3,793,542 or 29 cents a share on common. For the twelve months ended March 31, last, net income was \$13,819,399 before profit and loss items, equal to \$1.05 a common share. This compares with \$13,554,433 or \$1.03 a share for the twelve months ended March 31, 1936.

UNITED-CARR FASTENER CORP. AND SUBSIDIARIES

March quarter: Net income, \$250,063, equal, after preferred dividend requirements to 85 cents each on 293,497 no-par common shares, against \$196,518, or 73 cents each on 254,568 common shares a year earlier.

ZONE PRODUCTS CORP. AND SUBSIDIARIES

March quarter: Net profit, \$39,786, equal to 5 cents each on 825,552 shares of \$1 par capital stock, against \$23,900 in 1936 after provision of \$35,000 for reserve for contingencies, equal to 3 cents a share on 830,066 shares of capital stock then outstanding.

The Parade of New Products

(Continued from page 54)

Swift & Company, Chicago, is introducing through retail cigar stores and taverns a 5-cent cellophane package containing $\frac{1}{2}$ an ounce of smoked beef under the name of Bits O' Beef. Twenty-four units are mounted on a counter display card, and the item is being sold in much the same way as small bags of salted peanuts. It will be offered nationally.

• • •

Tony Oddo, 1425 So. Racine St., Chicago, has been established as exclusive United States distributor for vegetable products of California and Washington shippers. Mr. Oddo will handle nationally the products of R. F. Fakunaga Co., Oceano, Cal.; Pismo-Oceano Vegetable Exchange, Inc., Ivanhoe; Delano Growers Exchange, Delano and White River Packing Co., Kent, Wash., and for Chicago distribution; F. H. Hogue, Kent, Wash.; United Vegetable Shippers, Los Angeles; Gaudalupe Produce Co., Gaudalupe, Cal., and Alex E. Engelman & Co., Inc., El Centro, Cal.

• • •

Alco Paper Co., 416 Magazine St., New Orleans, La., has been formed to deal in cartons, bags, wrapping

were to have been delivered at this end, or anything else about them, but he expected

SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE
SECURITY STORAGE & COMMISSION CO.
230 S. 4TH WEST STREET
Over 30 Years Experience
Merchandise Warehousing - Distribution
Sprinklered Building - Complete Facilities
Lowest Insurance Cost - A.D.T. Watchman Service
Office Accomodations - Display Space
Represented by American Chain of Warehouses, Inc.
New York Chicago
250 Park Ave. 33 W. Jackson Blvd.
MEMBER:
A.W.A.—U.W.A.

LYNCHBURG, VA.

C. GILBERT, Owner and Mgr.
Gilbert Storage & Transfer Co.
60 7th STREET
Pool Car Distribution of Merchandise and
Household Goods.
Sprinklered Building with Automatic
Fire Alarm.
Household Goods Transferred

NORFOLK, VA.

MEMBER
WAREHOUSEMEN'S ASSOCIATION

HOUSEHOLD AUTOMOBILE STORAGE
NEW-BELL STORAGE CORPORATION
NORFOLK, VIRGINIA
MODERN SPRINKLER EQUIPPED WAREHOUSE
50,000 SQUARE FEET PRIVATE RAIL SIDING
Lowest Insurance Rate in Norfolk. Pool Car Distribution
WE SPECIALIZE IN MERCHANDISE STORAGE
AND DISTRIBUTION
AGENTS AERO MAYFLOWER TRANSIT COMPANY
Member M.W.A. & S.W.A.

NORFOLK, VA.

Established 1892

SOUTHGATE
STORAGE COMPANY, Inc.

MEMBER:
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A.W.A.
S.W.A.
U.S.C. of C.

For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

Write for Booklet—"7 POINT DISTRIBUTION"

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59 YEARS OF UNINTERRUPTED AND EXPERT SERVICE
BROOKS TRANSFER and STORAGE CO., Inc.
1224 W. Broad Street, Richmond, Va.
Three Fireproof Storage Warehouses—410,000 Cubic Feet Floor Space—Automatic
Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and
Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor
Van Service to All States East of Mississippi River—Freight Truck Line.
Member of S. W. A.—N. F. W. A.—A. V. L.—A. T. A.

RICHMOND, VA.

THE W. FRED RICHARDSON
Security Storage Corporation
PACKING FOR SHIPMENT
Local and Long Distance Movements
ESTABLISHED 1887
Agent for Allied Van Lines, Inc.

STORAGE
HOUSEHOLD
GOODS
OBJECTS OF ART
FURS - RUGS
VALUABLES

VIRGINIA

DIRECTORY OF WAREHOUSES

D and W, June, 1934

RICHMOND, VA.

160,000 Sq. Ft. Space

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ESTABLISHED 1908

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U. S. BONDED & PUBLIC WAREHOUSES
MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20c PER \$100 PER YEAR

Member A.W.A.

BUILDINGS SPRINKLERED

ROANOKE, VA.



H. L. LAWSON & SON

Finance and Storage

Pool Car Distributors

General Merchandise Storage

421-25 EAST CAMPBELL AVE.
ROANOKE, VIRGINIA

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars



Automatic Sprinklers

Private Railroad Siding

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution
for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

SEATTLE, WASH.

A B C STORAGE CO.

Estab.
1909

We Make a Specialty of Storage for
Agents, Brokers, and General
Business Houses

Private Siding. Shipments Via Any Railroad. Pool Car Dis-
tribution. Sales Representation. Labeling, Grading, Sorting,
Boxing.

Motor Freight
Terminal

304 So. Alaskan
Way

SEATTLE, WASH.

EYRES TRANSFER AND WAREHOUSE CO., Inc.

SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet

INSURANCE .133 Cents per \$100.00

GENERAL STORAGE AND DISTRIBUTING SERVICE

OPERATING 65 AUTOS

Since 1889

Members of NFWA—ACW—WSWA

SEATTLE, WASH.

LET LYON GUARD YOUR GOODS



Northwest
Distributors

Seattle—Tacoma—Portland

Seattle, 2030 Dexter Avenue
Dean C. McLean, Mgr.

SEATTLE, WASH.

TAYLOR-EDWARDS Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates
Associated with leading warehouses through

DISTRIBUTION SERVICE, INC.

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Chicago

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Members of—American Warehousemen's Assn.; National Furniture Warehousemen's
Assn.; Washington State Warehousemen's Assn.

SEATTLE, WASH.

UNITED WAREHOUSE COMPANY 1990 Railroad Avenue

GENERAL MERCHANDISE
STORAGE

100,000 sq. ft. capacity
Established 1900



POOL-CAR
DISTRIBUTORS

U. S. Customs Bond
Free Switching

papers, and all grades of glassine and cellophane bags.
Organizers are E. G. Alshuler and L. E. Levy.

o o o

Package Foods, Inc., Raleigh, N. C., has been formed
to freeze and transport food products. C. E. Johnson
and J. R. Bynum are incorporators.

o o o

Ismert-Hincke Milling Co., Kansas City, Mo., and
Topeka, Kans., a million dollar concern, has been
acquired by interests controlling the Rodney Milling
Co. Kansas City. The Ismert-Hincke plant in Kansas
City has a daily capacity of 3,000 barrels; the Topeka
plant products 1,500 barrels daily. The Rodney mill
has a 3,000 barrel capacity. Distribution is nationwide.

o o o

Glacier Bay Packing Co., South Bend, Wash.,
featuring frozen oysters in attractive packages. The
plant is located in Willapa Harbor, in the heart of
the Pacific oyster industry. At no time in the process-
ing are the oysters touched by human hands. The
opening is hand work. Freezing has widened the mar-
ket so as to make it possible to ship to the Middle West
by freight instead of express, thus competing on a
price basis with Eastern oysters.

o o o

H. J. Heinz Co., Pittsburgh, will construct a \$250,000
Hammond, La., plant for strawberry preserving,
which will be added to the company's line. No pro-
cessing will be done this year but the plant will be
devoted to the canning of tomatoes, beans and other
truck crops.

o o o

W. S. Woodbridge

Walter S. Woodbridge, secretary and treasurer of
Woodbridge & Son, Inc., a household goods storage
firm in London, England, died on April 2 at the age of
48. He was a member of the National Furniture Ware-
housemen's Association, Canadian Storage & Transfer
men's Association and of British, French and Swiss
trade groups.

"We've Heard that"—

(Continued from page 53)

Whiskey Barrels Into Toys o o o

USED whiskey barrels, representing a cost of
more than \$5 each, may not be refilled under
the Federal Alcohol Administration ruling. As this
old cooperage can not realize more than 35 cents
for the distiller, the problem of converting the
barrels to some useful, more profitable purpose is
now in the hands of research departments. Toys,
toothpicks and similar knick-knacks are already
considered by-product possibilities.

Disposal of Damaged Stocks o o o

STOCKS that have been damaged in storage or
rendered unsalable as first-class goods are al-
lowed to be placed back on the market by concerns
whose only desire is to get something back from
their investment. In too many cases, this is a harm-
ful attitude to take, because instead of profiting
these concerns are faced with losses of good will as
a result of product inferiority as well as competition
from their own goods sold at a lower price. Permit-
ting such goods to get back on the market, especially
if they are trade-marked, has repercussions that are

us to locate them for him. We doubt that any responsible warehouseman handled this

SEATTLE, WASH.



OLYMPIC WAREHOUSE & COLD STORAGE CO.

J. R. GOODFELLOW, Pres.

FACILITIES—Cold Storage, 144,000 cu. ft.; Dry storage, 66,000 sq. ft.; Rentals, 20,000 sq. ft. Fireproof, brick const.; Sprinkler system; Insurance rate: 12.5c. Siding connects with all rail lines.

SERVICE FEATURES: Bonded U. S. Customs; State; State Liquor Control Board. Pool car distributors. Office rentals (modern facilities, nominal rentals, telephone and stenographic service). REPRESENTED BY—Central Distribution Bureau: Chicago and New York.

ASSOCIATIONS—A.W.A. (C.S.); Wash. State Wharves. Asso. OTHER DATA—Our negotiable warehouse receipts are accepted by banks as collateral for loans against merchandise stored in our warehouse.

1203 Western Avenue

Tel. Seneca 2466

Established 1937

Incorporated



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Satisfaction
Assured

OPERATING WAREHOUSES
IN PRINCIPAL CITIES OF THE WEST
BEKINS
MOVING & STORAGE CO.
S. 151 Adams St.
R. K. McELWEE, Mgr.

SPOKANE, WASH.

Millard Johnson
Pres.

W. B. Fobbs
Secty.

Consign to

SPOKANE TRANSFER & STORAGE CO.

A. W. A.

308-316 Pacific Ave.

N. F. W. A.

Merchandise Department
Largest Spot-Stocks in the
"Inland Empire."
(67,000 sq. ft.)

Household Goods Dept.
Assembling and distribution of
pool and local shipments.
Agents for JUDSON.

Member of American Chain of Warehouses

TACOMA, WASH.



Pacific Storage & Transfer Co.

Drayage Storage Distribution

Located in Center of Wholesale
and Jobbing District

General Merchandise Storage

HUNTINGTON W. VA.

THE SHIPPING CENTER for
4 STATES

Ohio Kentucky Virginia West Virginia

Huntington is the shipping center of four states. From it you can reach Southern West Virginia, Southern Ohio, Eastern Kentucky and Northern Virginia by five railroads, the Ohio River and paved highways leading in five directions.

A first class warehouse for your goods; private side track from any railroad entering city—no switching charge; our own trucks and a competent force of employees. All at a cost that is surprisingly low yet everything is convenient for your warehousing needs.

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1639-41-43-45 Seventh Ave., Huntington, W. Va.

Member of A.C.W.—A.W.A.

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WINN & RUSSELL, INC.

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General merchandise storage and distribution

Located in the center of wholesale and jobbing district

Low insurance rates Office and desk space

Member—A. W. A.—Allied Distribution, Inc.

For City of Washington, D. C.

refer to

DISTRICT of COLUMBIA

far greater than the loss from keeping the stock completely out of the marketplace.

Oriental Vegetable Oil o o o

PRODUCTION of the leading vegetable oilseeds in China and Manchuria for 1936 was materially above that of 1935, when the crops were short. It is estimated that the available supply for export during the 1936-1937 season will be larger than during the preceding year but will not be increased in proportion to the increase in production, largely because of the small carry-over of 1935 oilseeds and an expected increase in domestic consumption. A strong export demand from

removal, but if any of you have heard of a load of furniture that is looking for its master

GREEN BAY, WIS.

Established 1903

LEICHT TRANSFER AND STORAGE CO.

100 South Broadway

Merchandise Distributors and Household Goods

Forwarders.

Haulers of Cement and Contractors Equipment and Heavy Machinery

to All Points.

U. S. Customs, Warehouse, State and Public Bonded.

Waterfront Facilities; Private Siding CB&W.

Wood Pulp a Specialty. Pool Car Distribution.

Members of MayWA—WisWA

LA CROSSE, WIS.

La Crosse Terminal Warehouse Co.

GENERAL STORAGE

We make a specialty of storage and pool car distribution for agents, brokers, and general merchandise houses.

Free switching service

Large fleet of Vans and Delivery Trucks

We give prompt service

430-434 SOUTH THIRD STREET

MADISON, WIS.



MRS. ROBERT M. JENKINS, Pres.

The Union Transfer & Storage Co.

State Bonded Warehouse on Private Switch

Fireproof Building 85,000 Square Feet

Pool Car Distribution by Truck or Rail

Private Siding Milwaukee Road

Free Switching All Roads

Established 1895

MILWAUKEE, WIS.

 *in Milwaukee*

United States Government
Bonded, State of Wisconsin
Licensed and Bonded.


ATLAS STORAGE CO.
Division of P&V-Atlas Industrial Center
710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN
Represented by DISTRIBUTION SERVICE, INC.
New York—100 Broad Street Chicago—219 E. North Water Street
San Francisco—625 Third Street

MILWAUKEE, WIS.

ESTABLISHED 34 YEARS
LARGEST IN WISCONSIN
850 FOOT DOCK

HANSEN STORAGE CO.

WE SPECIALIZE IN
MERCHANDISE
DISTRIBUTION
AND
BRANCH HOUSE SERVICES
18 Warehouses
TRACK CAPACITY FOR 50 CARLOADS
DEPENDABLE — EXPERT — QUICK SERVICE



MILWAUKEE, WIS.

 **LINCOLN**
FIREPROOF WAREHOUSE CO.
WAREHOUSE SERVICE + RAILROAD SIDINGS
OF EVERY DESCRIPTION + DOCKING FACILITIES
LOCATED IN HEART OF BUSINESS DISTRICT
OFFICES: 206 W. HIGHLAND AVE.
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MILWAUKEE, WIS.

"MILWAUKEE'S
FINEST"

 **NATIONAL WAREHOUSE
CORPORATION**
Serving the Nation's
Leading Shippers

EVERY PHASE OF
GENERAL
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WAREHOUSING
and
DISTRIBUTION
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Racine!*

The Racine Terminal Warehouse offers every storage and distribution facility. Modern fireproof building especially built for warehouse service. Motor freight terminal. Private rail siding. Dock facilities. Experienced and responsible management.

Merchandise Storage—Moving—
Packing—Shipping
RACINE TERMINAL WAREHOUSE & TRANSFER COMPANY
1 to 7 Main Street, Racine, Wis.

Europe has existed this season, while the United States demand has been slack, especially for the oilseeds on which excise taxes were increased last August.

The United States has been the leading market for a sesamum seed and has purchased the bulk of rapeseed oil processed in Japan from Chinese produced seed. Exports of sesamum seed to the United States for October and November, 1933, amounted to 65,000 pounds compared with 13,000,000 pounds for the same 2 months of 1932. Prices for oilseeds in China are above those of a year ago as a result of a general rise in prices for all food crops and the increased domestic demand. Present prices are somewhat too high to permit exports in any large quantities.

Federal Motor Taxes o o o

MOTORISTS are paying money to the Federal Government at the rate of \$300,000,000 annually through special excise levies which will be discontinued this month and July unless Congress acts to extend them. Since 1932, these special taxes have resulted in payment of more than \$1,250,000,000 by motorists.

Oyster Freezing o o o

THE Pacific Coast oyster industry has introduced oyster freezing and packaging and has found it a most effective means for widening the market through making it possible to ship into the Middle West by freight instead of express, thus competing on a price basis with Eastern oysters.

After grading as to size and quality and packed in 1 pint Nestrite lithographed containers, the oysters are then precooled and frozen under extremely low temperature with a high velocity of air to make possible the most rapid freezing. In this way, when the oysters are thawed, no softening whatever occurs. The oysters are then stored or shipped at low temperature, either packed in dry ice or in precooled refrigerated cars, and shipped to points on the Pacific coast, mountain area or Mid-West.

Freezing capacity is 1,500 pounds per hour. The refrigerator machinery and equipment was manufactured by the Carrier company.

Red Label Storage o o o

DISCARDED steel freight cars have proved the answer to the problem of storing Red Label merchandise such as explosives, chemicals, etc., especially when local ordinances prohibit same in public warehouse building. An enterprising storage agent in the West is storing in this manner a considerable tonnage of a Red Label product. The freight cars are located in an open yard space and are reported as having been secured for a very nominal sum.

Brazilian Flour Duty o o o

TO aid home wheat growers, Brazil started taxing in April 600 reis a bag on imported wheat, beginning this month, wheat milled in Brazil

somewhere between Toledo and New York, communicate with us. And if you have some-

CANADA

TORONTO, ONTARIO

TERMINAL WAREHOUSES LIMITED

SUCCESSORS TO

CANADIAN RAIL & HARBOUR TERMINALS LIMITED

Foot of York St., TORONTO, Canada

CANADA'S FINEST WAREHOUSE

Cold **STORAGE** Dry

1,000,000 square feet of floor space, 2,200 feet of docks and transit sheds and 6,000 feet of railroad sidings. General storage; Bonded and Free Storage; Cold Storage; Office and Display Space; Lowest Insurance. Transportation to every part of the Province and Dominion.

Free Switching.

Pool Cars to All Major Distributing Points

TORONTO, ONTARIO

C. F. B. Tippet, Pres.

Tippet-Richardson, Ltd.

218 FRONT STREET EAST

TORONTO, ONT.

Furniture
Storage

Crating
and Shipping

Long Distance
Moving

OTTAWA, ONTARIO

A. Godfrey Fournier, Pres. & Gen. Mgr.

Fournier Van & Storage, Ltd.

114 RIDEAU ST.

Household Goods Storage, Moving and Packing

Three warehouses—Private Biding—Free Switching all roads. Ottawa's Oldest and Most Reliable Crating House. Established 1883



THOROLD, ONTARIO

DISTRIBUTE IN CANADA

FROM THE WELLAND SHIP CANAL AREA

A terminal point for all the Canadian package freight lines; New York State barge canal and direct shipping to ocean ports. We offer the most central location in Canada for distribution by water. Also Canadian National Railways and trucking connections.

INDUSTRIAL SITES AVAILABLE. INQUIRIES INVITED.

NIAGARA DISTRICT WAREHOUSE and FORWARDING CO., Ltd.

MONTREAL, QUEBEC

Morgan Trust Company

Furniture **Two**
Storage **Warehouses**

For 90 years

connected with Montreal business.

All consignments
to us will receive most careful
attention.

1455 UNION AVENUE



MONTREAL, QUEBEC

Established 1908

W. G. KENWOOD, Pres. & Man. Dir.

Westmount Transfer & Storage Ltd.

205 Olivier Ave., Westmount, P. Q.

LOCAL AND LONG DISTANCE MOVERS

Private Room System for Storage

CRATING, PACKING and SHIPPING

Charges Collected and Promptly Remitted

Member: N. F. W. A., C. S. & T. A.



MEXICO

MEXICO, D. F. (MEXICO CITY)

BODEGAS CHOPO. S.A. (MDSE & HHG) Apartado (P.O.B.) 1146

Pres. & Gen. Mgr., H. ROSENSTEIN

Modern, Fireproof Whses.

Connected with all Mexican RR's

Storing of General mds. Forwarding, Packing furniture

Consular Invoices, Assoc. NFWA

Correspondent Security Storage Co., Washington, D. C.

must contain at least 5 per cent domestic wheat. The proceeds of the new duty is being used to pay the expenses of experimental stations and to provide seed to planters.

\$1,000,000 Fish Purchase o o o

CONGRESS in passing the bill authorizing \$1,000,000 to be spent for frozen fishery products for distribution to the poor and needy through federal relief channels, has specified that no imported sea foods of any sort will be considered. Only frozen sea foods, that have been in the freezers from July 1, 1936, to Feb. 1, 1937, and under the ownership of the same man since that date, will be considered.

Every dealer who has fish or sea foods to offer will be given consideration, after he fills out a special application blank furnished by the Federal Surplus Commodity Corp.

Frozen fish holdings on March 15, 1937, amounted to 51,645,264 lbs., compared to March 15, 1936, of 31,270,397 lbs., and the 5-yr. average (1932-1936) of 29,274,000 lbs. This surplus would seriously damage the industry if moved into the normal channels of trade. With the government taking over a million dollars worth of this sur-

thing worthy of Bob Ripley, send it to us for publication. We're still giving away yearly

Economical

...twice as far for half as much.....

No Diesel can be any better than its FUEL SYSTEM

Read the record

CUMMINS DIESELS

CUMMINS ENGINE CO., 1502 WILSON ST., COLUMBUS, IND.

CHOICE OF POWER

ENABLES YOU TO HAUL YOUR LOADS
AT LOWEST POSSIBLE COST

Ask your Ford dealer about Specialized Transportation... set a date for an "on-the-job" test under your own operating conditions.

FORD V-8 TRUCKS

FIRST IN
THE HEARTS
OF
WAREHOUSEMEN

NO better "sales talk" can be written for our product than this: there are more Fruehauf Trailers on the road than any other make. It is our reason for believing that you, too, will find it profitable to consult Fruehauf on your next purchase.

Fruehauf Trailer Co., 10924 Harper Ave., Detroit, Mich.

FRUEHAUF TRAILERS "ENGINEERED TRANSPORTATION"

plus and distributing it through its relief channels, the danger is lessened if not, indeed, entirely removed.

Wine o o o

Wine consumption in 1936 totaled 60,900,000 gallons compared to 45,950,000 gallons in 1935 and about 30,000,000 in 1934. Of the 1936 output, 94% was domestic production, with California the leading producing State and New York, Michigan and Ohio next in order. Existing wineries total 1,226 and their investment aggregates \$500,000,000.

Sugar Tax o o o

It is predicted that the effective date of the proposed Federal $\frac{3}{4}$ -cent per pound tax on sugar will be changed to coincide with the date that sugar quota legislation becomes effective. The tax was to have become effective April 1.

INDEX TO GENERAL ADVERTISERS

B
Bassick Company 38

C
Canvas Specialty Co. 40
Colson Corp. 43
Cummins Engine Co. 98

D
Dodge Div. Chrysler Motors.....Second Cover

F
Federal Motor Truck Co. 33-34
Ford Motor Co. 98
Fricke Co., J. E. 39
Fruehauf Trailer Co. 98
Fulton Bag & Cotton Mills..... 40

G
General Motors Corp.Back Cover
Gerstenslaeger Co. 38
Goodrich Co., B. F.Third Cover
Goodyear Tire & Rubber Co. 4

H
Hamilton Caster & Mfg. Co. 42

I
International Eng., Inc. 43

L
Louisville Bedding Co. 40

N
New Haven Quilt & Pad Co. 41

O
Orangeville Mfg. Co. 43

P
Paraffine Companies, Inc. 39

R
Reply-O, Inc. 37

S
Self-Lifting Piano Truck Co. 43
Standard Pressed Steel Co. 38

W
White Tar Co. of N. J. 41

Y
Yale & Towne Mfg. Co. 1

subscriptions for all material used, and for nominations and identifications.